



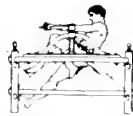
LAFAYETTE SQUARE.

A HISTORY
OF THE
CITY OF BUFFALO
ITS MEN AND INSTITUTIONS

Biographical Sketches of Leading Citizens

ILLUSTRATED

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INTRODUCTORY.

A HISTORY of the city of Buffalo must, of necessity, be more or less a history of the entire Niagara Frontier. Upon each has the other depended for more than a hundred years. However earnest the historian may be in his desire to write that which concerns only the municipality of today, irresistible temptations will lead him away, beyond the city, along the smiling banks of the Niagara, where so much that concerns the past of Buffalo was enacted.

It seems, indeed, that our progenitors saw everything except the spot that must, inevitably, be the site of a great city, and chose for the settings of their pioneer days locations that have since become obscure and completely overshadowed by the great community that builded near. In this book has been chronicled only the more important of those early-day happenings — only those that had some direct bearing on the settlement and growth of Buffalo.

Many histories of Buffalo have been written, yet our history is in fragmentary state. The claim is not made that this work is a complete and comprehensive history of the city; for, though Buffalo is far from being an old city, the events that have aided or retarded its progress, the people who have been factors in its social, political, and business life, and the institutions that are, or have been, a part of its general structure, are too many to describe, even briefly, between two covers, and could not possibly be included within the limits of this present work.

However, the author does claim some merit of arrangement. He has essayed to set up a series of legible guideposts, marking the most important periods of the city's life, and to describe, briefly, the most conspicuous people and events contemporary thereto. The volume sets forth a chronological succession of facts in which one may trace Buffalo's development and growth from a mere collection of Indian tepees down to the present day, when we glory in being one of the truly great cities of the globe.

The compilation of the work has afforded no small degree of pleasurable surprise. Data that are truly astonishing have been gathered—facts that show Buffalo's supremacy in many lines and prove conclusively that the city is, in other respects, the equal of any in America or elsewhere, for business, industry, and social intercourse.

Above all else an earnest effort has been made to make this work historically accurate. Unfortunately, in our early days there were many dates, names, and instances that are today—and ever will be—in dispute. In such cases the author has consulted records, and written matter that is accorded the merit of being closely and intelligently written, and has carefully weighed the evidence, choosing the course that seemed best and most worthy to follow.

The biographical sketches which comprise a large part of the work have been carefully prepared by a corps of competent writers, and, so far as possible, they have been personally authenticated by the subjects. The series includes the city's most prominent men, and sets forth, concisely, the achievements of these agents of progress who have made Buffalo what it is and who are bent upon making a greater city with greater institutions. The value of the work must be apparent to all, and as time goes on its worth will increase until it becomes a veritable treasure-house for the historians and genealogists of future years.



NIAGARA SQUARE

A HISTORY OF THE CITY OF BUFFALO

CHAPTER I.

The first white visitors. La Salle and The Griffon. Father Hennepin's diary. —Loss of The Griffon. —Settlement. Colonel Proctor's diary. First house in Buffalo. First schoolhouse. —Arrival of Joseph Ellicott, agent for The Holland Land Company. —Land holders.

THE first known white persons to approach the site of the present city of Buffalo were three French Catholic priests on their way to establish missions among the Indians to the northwestward. Ketchum and other historians agree that this was about the year 1620. It does not appear that they visited, or even beheld, the mouth of Buffalo Creek. Indeed, all the knowledge we have goes to show that they did not. It is certain, however, that from the natives they received information of "a prodigious cadence of water between two lakes, that falls down after a most surprising and astonishing manner, inasmuch that the universe does not afford a parallel" and of the "wooded banks of the upper river where beaver and other fur-bearing animals abound." This scope undoubtedly included the site, and these words represent the first conception of civilized man, of this spot destined to become the great gateway of the northern waters.

At the time the region was peopled by those tribes that formed the Iroquois Confederacy, or Five Nations, and so had been since 1539, which, according to the most reliable research, was the approximate period of that tribal affiliation.

A word of those people, who excelled in peace and war scarcely less than our people who now dwell on what was once their soil. History affords no parallel with those who formed the confederacy. Skilled in war, overwhelming in prowess, magic in their oratory, fulfilling their tribal obligations with a high sense of honor, they formed a complex study for the few men of learning who were permitted to know them. Some of our earlier writers, terrified by their aggressive warfare, charmed by their oratory, and eased by their crude hospitality, describe them as the "red Romans" and hint at some previous contact with white people, which, however, seems hardly possible. The ordinary speech that was common at their campfire, in translation becomes an oratorical marvel; yet it is said that in translation it loses much of its beauty.

In war their maneuvers were such as would elicit praise from any modern army board, while some of their more brilliant campaigns would do credit to a Caesar or an Alexander

The first white arrivals found them engaged in a bitter war with the Huron Indians, who inhabited the shores of the lake now bearing their name. The Franciscan brothers became interested in the latter tribe, and Champlain was induced to join them in three expeditions against the Iroquois. One of these expeditions across Lake Ontario proved disastrous to the French, who were sorely repulsed in an attack upon one of the castles of the Onondagas. Soon afterward the Five Nations assumed the aggressive and invaded Canada, defeating the Hurons almost in sight of Quebec. Here the Five Nations proved their skill and cunning, not to say diplomacy, in binding the French by a strict bond of neutrality which absolutely prohibited their interference.

The Five Nations did not confine their warfare to the neighboring tribes, but proved their generalship by fighting far from their respective bases. Virginia and Maryland settlers reported large bands of the Five Nations' warriors returning from successful wars in Virginia; Delaware observers likewise; and in the height of their power the Senecas, though surprised by a war party of superior numbers, mustered six thousand men and fought a great battle with the Erie, or Cat, tribe near Canandaigua Lake, practically exterminating their opponents. Tradition says that many years afterward a war party of the descendants of the Eries crossed the Mississippi, ascended the Ohio, and fought a great battle with their forefathers' rivals near this city. The Iroquois were again victorious, their antagonists being slain to a man and their bodies burned and their ashes buried in a mound near the old Indian Mission Church, which was to be plainly seen up until a comparatively few years ago.

With the advent of the white man, working to contrary purposes, it is not strange that the history of the Five Nations, so fit and willing to fight, became involved with that of the two great European powers who were then contending for supremacy on this continent. History records pretty fully the chicanery, and, oftentimes, deceit, employed by both the English and French to make allies of the Senecas and their tribal affiliates, a condition that eventually led to war between these two powers.

In most of this early history Te-osah-wa, or Buffalo Creek, figures conspicuously. The council fires were lighted here for white emissaries as early as 1688 and as late as 1791, always to the purpose of allying the Five Nations with the French against the English, with the English against the French, or, in the final years, with the Americans against the English. Runners between Fort Frontenac (later Fort

In the fall of 1679 La Salle, with a party of thirty persons, left Quebec for Mackinaw by way of the lake, arriving in the Niagara River late in November. Here for the first time they beheld the falls of "Oncagara," and Father Hennepin, the priest of the expedition, recorded some most vivid impressions, which, fortunately, have been preserved.

"It is true," he says, "that Italy and Sweedland boast



CITY AND COUNTY HALL

Niagara) and points in Canada, were daily visitors here, and the Seneca village in Buffalo Creek witnessed history-making events that are, in number and importance, entirely beyond this volume to encompass.

Perhaps the most interesting epoch in the earlier history of this section is that which witnessed the arrival of M. de La Salle on his expedition to the headwaters of the Niagara, and the subsequent building and launching of *The Griffon*, the first craft of tonnage above the Indian canoe to navigate the waters of Lake Erie.

of some such things, but we may well say that they are but sorry patterns when compared to this of which we now speak.

"At the foot of this horrible precipice we meet with the River Niagara, which is not above a half a quarter of a league broad, but is wonderfully deep in some places. It is so rapid above the descent that it violently hurries down the wild beasts while endeavoring to pass it to feed on the other side, they not being able to withstand the force of the current which inevitably casts them down headlong over six hundred feet.

"This wonderful downfall is composed of two great cross streams of water and two falls with an isle sloping along the middle of it. The waters which fall from this vast height do foam and boil after the most hideous manner imaginable; making an outrageous noise more terrible than that of thunder."

On January 22d, 1679, La Salle selected a spot which Father Hennepin describes as being "two leagues above the great fall of Niagara," undoubtedly the present site of the village of La Salle, where La Salle and his companions built a dock for building the ship designed to navigate the waters of Lake Erie. Four days later the keel was laid, and soon thereafter La Salle returned to Fort Frontenac (Niagara), leaving in charge of the work an Italian named Tonti, who had been forced to flee from his native land to France after the revolution of Naples.

The construction of the ship progressed favorably in the face of many difficulties—disagreeable weather, insolence of the savages, and a frequent deplorable shortage of food and the other necessities of life. In due time *The Griffon*, named after the arms of the Count Frontenac, was in readiness for launching and was blessed, after the form of the Roman Catholic Church, by Father Hennepin.

"We fired three guns," records the good priest's diary, "and sang *Te Deum*, which was attended with loud acclamations of joy of which those of the Iroquois who were present were partakers, for we gave them some brandy to drink as well as to our own men, who immediately quitted their cabins of rinds of trees and hanged their hammocks under the deck of the ship there to lie with more security than ashore.

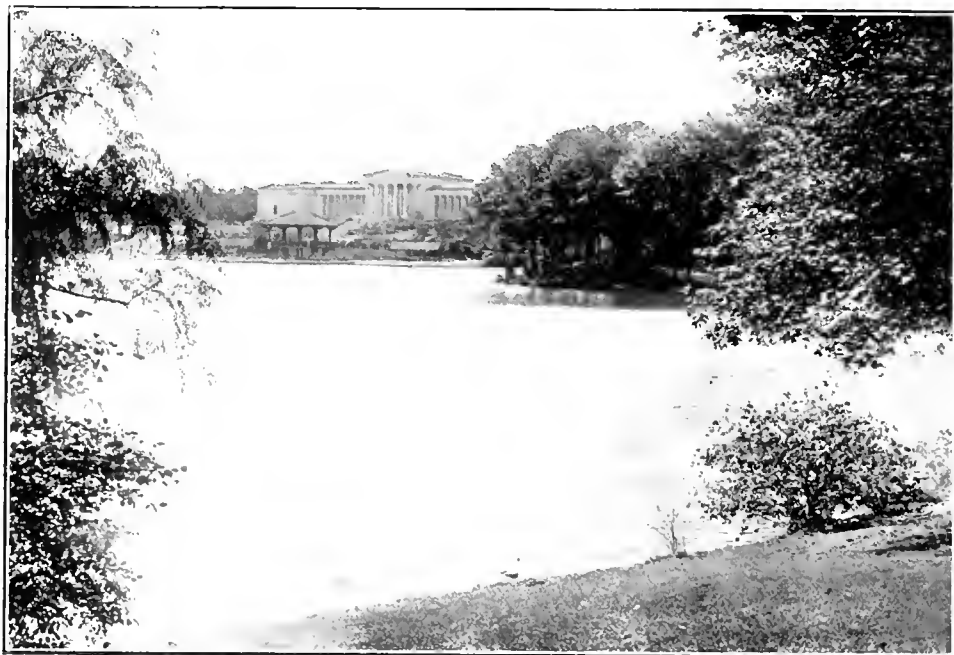
"The Iroquois, being returned from their beaver hunting, were mightily surprised to see our ship afloat and called us '*Ot-kon*'—that is in their language, 'most penetrating wits,'—for they could not comprehend how, in so short a time, we had been able to build so great a vessel, though it was but sixty tons. All the savages inhabiting the banks of those lakes and rivers I have mentioned, for five hundred leagues together, were filled with awe and admiration when they saw it."

In August of 1679, with the help of twelve strong men who pulled from shore, and a veritable gale filling its sails, *The Griffon* came successfully up the river and into the lake. On August seventh, with two Recollects and a crew of thirty-two men *The Griffon* sailed from the mouth of Lake Erie, taking a course west-southwest in a favorable wind. In seventy-two hours, during which Providence seems to have guided the ship around the treacherous shoals, the craft entered "the mouth of the strait which runs from Lake Huron into Lake Erie" reaching that point on the

tenth. Hence the first voyage through Lake Erie was made in the creditable time of three days.

On August twenty-third *The Griffon* entered Lake Huron, where it encountered a gale that buffeted the frail boat first in one direction and then in another. So serious did the prospect become that La Salle concluded they were undone and enjoined all his crew to kneel and say final prayers. All save one obeyed, a pilot who never could be induced to pray, and now, when death struggled for the rudder, cursed roundly, after the traditions of his occupation. Lastly, he heaped imprecations upon La Salle, whom he charged with bringing him to perish on a nasty little lake and lose the glory he had acquired by his long and courageous navigation of the ocean.

The storm abated, however, and on the twenty-seventh *The Griffon* arrived at Missilimakinak, its ultimate des-



DELAWARE PARK LAKE

tinuation. In spite of perfidy and dishonesty that developed among the members of his crew despatched to procure a cargo, one was obtained, and on September eighteenth the vessel set sail, in a fair wind, for the return voyage. Neither the ship nor the crew was ever heard from after that time. There were tales among the Indians that she was lost soon after sailing, and some historians assert that she was lost on Lake Erie. The former is more probable. Had she passed down she would undoubtedly have been observed by some one of the numerous Indian villages along the shores.

Thus began the lake commerce that has been the most important factor in the development and upbuilding of Buffalo. Even now, in the days of the great passenger crafts and freight leviathans, the construction of *The Griffon* presents a show of enterprise and perseverance that is seldom equaled. When it is considered that all the material for the building and equipment of the ship had to be packed around the falls, up the steep declivities, and a

distance of about nine miles on the backs of men, four of whom were required to lift a single anchor, of which there were two, it cannot be denied that these men were fit fore-runners of a hardy class that has since increased the commerce of the Great Lakes to a point where it is the marvel of the present age.

The execution of the treaty of Fort Stanwix opened a vast territory to sale and settlement in the then New West, and had much to do with the rapid populating of New Amsterdam, as Buffalo was first called. This territory extended to Ohio and was immediately overrun by settlers, who desig-

as the settlement at the mouth of Buffalo Creek was called by the Indians. Fort Erie was garrisoned by British soldiers, who were useful in maintaining discipline, by intimidation, over the Indians here. Their several officers, agents, and traders were permanently located here under protection of the Fort Erie garrison. William Johnson, a half-caste, resided with the Indians, and Cornelius Winne, or Winney, from the Fishkills, had his trading post on the banks of Little Buffalo Creek (later the Hamburg Canal) in the rear of the present site of the Mansion House. Winne's trading post was, as far as is known, the first building erected by civilized



BRISBANE BUILDING

nated their claims with utter disregard for treaty reservations and stipulations. Finally, after several ineffectual attempts to regulate settlement, the entire territory was sold to "the agents of the Ohio Company of Associates" for one million dollars, which was paid largely in Continental certificates. Bounty certificates were also accepted in payment, and nearly every officer in the Continental Army became a shareholder. General Washington himself, it is said. Then the lands were opened to general settlement.

From the close of the Revolutionary War to the time of activity in the forts on the northern and northwestern frontiers, British authority was supreme at Teh-ose-ro-on,

man on our city's site. Winne was also a silversmith, and gained much business, and not a little favor, with the Indians by his beaten-silver ear ornaments and gewgaws peculiarly attractive to the aboriginal eye.

No more comprehensive description of the settlement at the mouth of Buffalo Creek is available than that contained in the diary of Colonel Thomas Proctor, who, in company with Captain M. G. Houdin, visited the Indians here in 1791. After a striking description of the long journey from Philadelphia to the lodge of Chief Cornplanter at the headwaters of the Alleghany River, he says:

"April 23d, 1791.—We left O'Beel's (Cornplanter) town about twelve o'clock and proceeded with a few chiefs and warriors (the whole not being ready to depart with us) taking the route for Buffalo Creek through the village called Cattaraugus, which we did not reach till the 25th, in the evening; and on our way thither passed through a settlement of Delaware, or Munsee, Indians in which were about twenty houses.

"April 26th.—We took up our journey toward Buffalo Creek and in about five miles going we came upon the verge of Lake Erie which had a beautiful appearance, it being a pleasant morning and the waters were very serene, and looking over the lake we could just perceive the land upon the other side. We traveled along the sandy beach for some miles and were obliged, at three or four different places, to leave the shore and take to the woods, the rocks having come bluff up to the deep water.

"April 27th.—We arrived at Buffalo Creek having traveled through a country of exceeding rich land, from our last encampment, the extent of which I have not been able to ascertain. The preemptive right to this valuable country is vested in the State of Massachusetts, but is at present the property of the Honorable Robert Morris of the city of Philadelphia by a recent purchase. The principal village of Buffalo belongs to the Seneca Nation and in it Young King and Farmer's Brother reside: as also Red Jacket, the great speaker and prince of the Turtle tribe [clan?]. On my entering the village there were numbers of Indians collected at the hut where we alighted from our horses, and, on taking a general view of these Indians, I found that they were far better clothed than those Indians were in the towns at a greater distance, owing entirely to the immediate intercourse they have with the British, being but thirty-five miles distant from Fort Niagara and but six miles from Fort Erie, situated on the north side of the Lake, from which sources they are supplied yearly with almost every necessity, so much as to make them indifferent to their huntings.

"April 30th.—No business today but private counseling among ourselves. In the evening Captain Powell [British Indian Department attaché at the British garrison, Fort Erie] invited me to go with him to a store in which he was interested, and his partner who kept it, a Mr. Cornelius Winney of Fishkill. With the last named gentleman I staid until the Monday following, through a very pressing polite invitation, which I at length accepted of, being lame and much indisposed through fatigue and change in diet, such as from poor to exceeding poor, indeed; but with him there was plenty of every necessary and given with so good a grace that I shall seek occasion to return the compliment.

"May 3d.—By invitation I dined this day (in company with Captain Houdin) with the principal chief of the Onondaga Nation, named Big Sky. His castle lay about three miles east of Buffalo, near which were twenty-eight good cabins, and the inhabitants in general I found to be decent and well clothed, particularly their women, some of which were dressed so richly in silken strond, etc., and ornamented with so many silver trappings, that one must be of the value of thirty pounds."

Cornelius Winney, mentioned in Colonel Proctor's diary, seems to have been beyond doubt the first qualified resident of Buffalo. He seems to have reached here about 1783-84 and to have established a crude but comfortable home, which he occupied until the surrender of Fort Niagara to the Americans in 1796. It is quite certain that there was no other white man's home here until long afterward.

Though Winney's relations as a trader were entirely



SCENE IN DELAWARE PARK.

with the English, he seems to have been friendly and loyal to the Americans. Among the papers of General Chapin, Superintendent of Indian Affairs, the following record of Winney's correspondence is found:

"BUFFALO CREEK, 23d August, 1792.

I inform Gen. Chapin that about seventy-nine of the Canada Indians is gone to Detroit. They seem to be for war and a number of Indians is to go up. I further inform you that the Indians of this place is to go up by the first King's vessel that comes down. Prince Edward is arrived. Should I hear anything worth while to write I shall let you know.

I am yr. most obedient and very humble servant,

C. WINNEY."

The house built by Winney stood until after the general settlement in Buffalo, which began in 1802-03, and is noted in the field notes of the first survey.

In 1792-93 Robert Morris, of Philadelphia, sold all his great holdings in this part of the country to Mr. Herman Leroy for others in Holland, who, being aliens, could not hold lands in their own names under our laws. This sale, by Robert Morris to the Holland Land Company, being made before the Indian title to the land was extinguished, it was stipulated by Mr. Morris that he would assist the purchasers to extinguish these titles as soon as practicable. Accordingly

a house on Johnson's lot near what is now Exchange Street, John Palmer also built a house there about this time, according to Laineourt, who spent a night under Palmer's inhospitable roof. Palmer, who came here as an Indian trader, was the first innkeeper in Buffalo, and a cheerless inn it was if we may believe the diaries and correspondence of the agents and government emissaries who stopped beneath his roof.

"He had neither rum, milk, nor common foods" is a frequent entry in the records condemning the city's pioneer boniface. Bad as he was as a tavern keeper, his presence here had its good effect on the settlement, for, in 1801, one of his family, Joseph R. Palmer, probably a brother, conceived the idea of building a schoolhouse. This, to our best knowledge and belief, was the first step in the educational system which has since grown to be a model for cities throughout the country.

Palmer's agitation for a schoolhouse interested Joseph Ellicott, agent for the Holland Land Company, who laid out a plot of land for the purpose, "it being expressly understood that the inhabitants will erect a schoolhouse at their own expense." The schoolhouse was erected, the financial burden being borne by the settlers, and it stood until the burning of Buffalo in 1813.

In 1801-02 the Holland Land Company surveyed the land upon which our city now stands, and gave it the name of New Amsterdam. This supplanted the Indian name of "Te-osah-wa," which means "the place of the basswood," as applied to the Indian village, and "Tick-e-ack-gou-ga-baunda," or Buffalo Creek, the Indian name they applied to the stream of water that flowed past their huts. In some records the Indian village is described as "Teh-ose-ro-ron," a discrepancy due to the fact that the latter is the Mohawk pronunciation and the other the Seneca.

The name New Amsterdam does not seem to have been received with much favor, and in the property conveyances of 1811 and 1812 we find that it has been dropped and the name "Buffalo" substituted.

A muster of the settlers in Buffalo at the close of the century shows but a few, all courageous spirits, emigrating from the Atlantic coast and Eastern Canada, which sections were fast filling with people who were crowding agriculture.

Michael Middaugh and his son-in-law came from Canada, probably in 1794-95, and established a home on the halfbreed Johnson's land, probably near what it now the corner of Washington and Exchange streets. Middaugh's



THE FEDERAL BUILDING

a council was held with the Senecas in 1797, and the Indian titles extinguished, except that to twelve reservations, aggregating three hundred and thirty-eight square miles. Though a part of the site of the present city of Buffalo was included in a two-mile strip reservation made by the Indians along the lake and river, even this was eventually ceded to the Holland Land Company through the efforts of Captain William Johnson, a staunch friend of the red men.

In 1795 the village boasted three houses, that of Captain William Johnson, the trading post of Winney's, and the home of a Dutchman named Middaugh. The latter occupied

family name became extinct, but Lane was survived by several daughters, who were belles in the early social history of the city. Lane's descendants claimed the land on which Middaugh had lived, a claim that developed a litigation which occupied the courts for many years.

Sylvanus Maybee came to the mouth of Buffalo Creek as an Indian trader in 1796-97 and conducted an Indian store in a log cabin west of Main Street and north of Exchange Street. Later he left the colony and established himself at the mouth of Cattaraugus Creek in 1800.

"Black Joe," supposedly a runaway slave, was also a resident of that time. His cabin adjoined Winney's, and his services as interpreter were often required, for he spoke the Seneca tongue fluently. It is not improbable that he was adopted into the Seneca tribe, for he later married an Indian woman, by whom he had children.

In 1798 Mr. Asa Ransom emigrated from Sheffield, Massachusetts, to Geneva, later accepting the Holland Land Company's offer of a generous donation of land to the seven persons who would agree to open houses of entertainment for travelers at locations "about ten miles asunder" on the road from the eastern transit, or boundary, of the Holland Land Company's purchase, to Buffalo Creek. Mr. Ransom located at Clarence and subsequently became a very prominent man in the community, having much to do with the early development and settling of the city of Buffalo. Before the division of Niagara County he served well as sheriff.

In that same year, 1798, the Holland Land Company's surveyors began their work, which was completed in 1803. By the records William Johnson appears to have been the first qualified landowner in Buffalo, and was, in fact, the leading citizen during the survey and settlement. He had been employed in the Indian Department of the British service from the outbreak of the Revolution and gained great influence over the Indians. He died in 1807 respected by all.

In 1801 Doctor Cyrenus Chapin visited Buffalo, and upon his return to Sayersfield, Oneida County, he formed a company of forty citizens, who sought to purchase a township from the Holland Land Company's holdings here. It is likely that John Crow, who came here in 1801-02, was one of those citizens interested by Doctor Chapin. Mr. Crow

occupied a home on inner lot number one near the corner of Washington and Crow streets. The house, originally constructed of logs, was built by William Johnson, but Mr. Crow built a frame addition, which was probably the first frame structure in Buffalo. Later refinement rebelled at the name Crow Street, the populace maintaining that the crow is an unclean and vulgar bird, whereupon a village merchant suggested the name Exchange Street, which was adopted and is used to this day.

Mr. Joseph Ellicott entered upon his duties as agent for the Holland Land Company at New Amsterdam in January, 1801, establishing his office in the Johnson or Middaugh dwelling house. His diary, carefully written, describes his various business efforts and sales of land, as well as frequent excursions to surrounding territories. One of these scheduled transactions was his own purchase of about one hundred acres, including the entire front of what is now Main Street between Swan and Eagle streets. This he intended for his permanent home, but later he built a home in Batavia and thenceforth seemed to lose all interest in the city he had laid out. From manuscript and correspondence still preserved it is apparent that Ellicott considered Black Rock "equally or more advantageous for a town than Buffalo."

Among the land purchases of that period (1803) were: Doctor Cyrenus Chapin, lot number forty-one, township eleven, eighth range, ninety-five acres, \$346.50; William Deshay, lots numbers fifty-nine and sixty, township eleven, eighth range, eighty-six acres, \$430; Asa Chapman, lot number four, township eleven, eighth range, one hundred and twenty-seven acres, \$445.50; Isaac Hulburt, part of lot number sixty-one, fifty-nine acres, \$295.00; George Bugar, part of lot number sixty-one, fifty-nine acres, \$232.80; William Hodge, lot number thirty-five, forty-seven and three tenths acres, \$236.50; and others. The complete list of landholders at that time in Buffalo—or New Amsterdam, as it was then called—included William Robbins, Henry Chapman, Sylvanus Maybee, Asa Ransom, Thomas Stewart, Samuel Pratt, William Johnson, John Crow, Joseph Landon, Erastus Granger, Jonas Williams, Robert Keane, Vincent Grant, and Louis Le Conteux.

CHAPTER II.

The Reverend Timothy Dwight's observations of the frontier town of Buffalo.—First religious services.—First church.—Rigid Sunday observance.—Ebenezer Johnson.—Beginning of civil government.—First newspaper.—War of 1812.—First hostile act.—Attitude of Indians.—Capture of the *Adams* and the *Caledonia*.—Duel on Grand Island.—Invasion of Canada.—Defeat of American arms.—Burning of Buffalo.—Flight of the refugees.

IN 1804 the Reverend Timothy Dwight visited Buffalo, and gives probably the most comprehensive description of the little settlement struggling to grow in spite of the adverse conditions of the times.

"Buffalo Creek, otherwise New Amsterdam, is built on the northeast border of a considerable millstream which bears the same name. A bar at the mouth prevents all vessels larger than boats [rowboats, presumably] from ascending its waters. For boats it is navigable for about eight miles. Its appearance is more sprightly than some others in this region. The southwestern bank is here a peninsula covered with a handsome grove. Through it several vistas might be cut to advantage, as they would open fine views of the lake—a beautiful object. The prospect which they would furnish toward the West and Southwest would be boundless.

"The village is built about half a mile from the mouth of the creek and consists of about twenty houses. The Holland Land Company owns the soil. Hitherto they have declined to sell it, and, till very lately, to lease it. Most of the settlers have therefore taken up their ground without a title. The terms on which it is leased are that the lessee shall, within nine months, build a house thirty feet front and two stories high and shall pay (if I mistake not) two dollars annually for each lot of half an acre.

"The streets are straight and cross each other at right angles, but are only forty feet wide. What could have induced this wretched limitation in a mere wilderness, I am unable to conceive!

"The spot is unhealthy, though of sufficient elevation, and, so far as I have been informed, free from the vicinity of stagnant waters. The diseases which prevail here are those which are common to all this country.

"The inhabitants are a casual collection of adventurers and have the usual character of such adventurers thus collected, when remote from regular society, retaining but little sense of government or religion.

"We saw about as many Indians as white people. The Superintendent of Indian Affairs of the Six Nations also resides here.

"New Amsterdam is at present the thoroughfare for all the commerce and traveling interchangeably going on between the Eastern States (including New York and New

Jersey) and the countries bordering on the great Western lakes. The creek is frequently said to unite with the River Niagara. I should say, as I believe every other man would say who spoke from his own inspection, that it unites with Lake Erie; and that the River Niagara begins two miles further north, at, or rather just below, Black Rock.* Here the first perceptible current commences, while, at the mouth of the creek the waters, unless disturbed by the wind, are perfectly still and have exactly the same appearance as other parts of the lake.

"At Black Rock a town, which is a mile square, has been laid out. Between the rock and the shore is the only secure harbor on the American side. The period is not far distant when the commerce of this neighborhood will become a great national object and form no small part of the interests and happiness of millions. [How prophetic!]

"The prospect presented at Buffalo is most attractive. Directly opposite, at the distance of two miles, but in full view, stands Fort Erie, a blockhouse accompanied by a suite of barracks and a hamlet. It exhibits a much greater degree of improvement than anything we saw west of the Genesee River. Beyond this hamlet, a point stretches to the South-west and furnishes an imperfect shelter to the vessels employed in the commerce of the lakes. Seven of these vessels lay in this harbor at this time and present to us an image of business and activity which, distant as we are from the ocean, is scarcely less impressive than that presented by the harbor of New York."

It must not be understood that those mentioned as settlers and travelers comprised either the sole permanent or floating population of the little settlement. In the earliest years of the century (1800) a comparatively large number of men, in the capacity of Indian traders and trappers, had their homes here or frequently visited the mouth of Buffalo Creek in the course of their business routine. Many of these married Indian women, who bore them children, and it is not improbable that some of the city's best-known families sprang from these obscure unions. When the school-house previously mentioned was built, there were settlers in sufficient number to make the expense per capita comparatively light. It does not appear who was the first

*He evidently mistook Bird Island for Black Rock.

teacher, the opinions of historians being divided between young Mr. Palmer and a Father Holmes, who had just finished a collegiate course. It is certain, however, that Messrs. Hanchett, Tomlinson, and Callender taught in it during the War of 1812. It was destroyed when Buffalo was burned, and the general government reimbursed those who had contributed to its construction. There are men still living whose fathers received their sole education in this first schoolhouse, which was situated on the west side of Pearl Street below Swan Street.

The schoolhouse also served frequently as a place of public worship, probably the first one in the settlement. In it the Reverend Doctor Elkanah Holmes, a missionary to the Indians, "preached for the inhabitants of New Amsterdam." The Reverend Doctor Holmes was probably the first regularly ordained minister of the gospel in Buffalo, though he may have been preceded by exhorters, who were common in neighborhood services at the time. Subsequently a son of Doctor Holmes married a daughter of Doctor Cyrenus Chapin, and the venerable missionary visited her frequently, and, it is believed, made his home here for a short period.

This irregular spiritual administration continued until the year 1811, when the Reverend John Alexander and Jabez B. Hyde were sent to establish a mission among the Indians at Buffalo Creek. Upon their arrival they found much opposition to their project among the Indians, the leader of the anti-mission party being none other than Red Jacket, the famous orator of the Iroquois Confederacy. On that occasion he delivered himself of an opinion that has since been quoted many times in religious controversies. He said he had listened attentively to the arguments in favor of the religion of the whites, and that if it would accomplish all that was claimed for it, well and good; but as he was not fully satisfied with the proof at hand, he suggested that it first be tried on the white people of Buffalo, for they were great rascals, — they cheated the Indians, drank much whiskey, and made the Indians drunk, — that they never spoke the truth and were always quarrelsome. If the missionaries would go down and preach to them he would faithfully watch results and be happily converted in the event of complete success.

The first church of any denomination in Buffalo was organized in February, 1812, by the Reverend Thaddeus Osgood, an itinerant missionary, and it is believed to have been Congregational in character. It had twenty-nine members, of whom eight were males and twenty-one females. Later it became the First Presbyterian Church of Buffalo. After the burning of Buffalo the members became scattered, but, being intensely devoted to their religion, managed to

continue their meetings, the first after the burning of Buffalo taking place in the house of Amos Callender, and later in a part of Landon's tavern, where the Mansion House now stands. Subsequently the services were held in a barn on the opposite side of Main Street and finally in the district schoolhouse on Niagara Street, erected after the fire.

Saint Paul's Episcopal Church was next organized, the organization being completed in 1817, with the Reverend Samuel Johnson the first rector. In 1818 the first Methodist Church was organized by Elder Glezen Fillmore, a small church building being erected on Pearl Street. The usages of that denomination did not permit of a permanent incumbent of the pastorate, and there were frequent changes. Elder Fillmore, a relative of President Fillmore, probably preached in this church more often than any other.

Buffalo was then a perfect example of morality, particu-



LILY POND, DELAWARE PARK

larly as to the observance of Sunday. Deacon Callender quarreled with a neighbor who was so unmindful as to unload a rick of hay on Sunday. In *The Buffalo Gazette*, the village paper, is recorded a resolution of the Moral Society of Buffalo as follows:

"Resolved that, after the 23d of November instant, the laws prohibiting violations of the Sabbath shall be strictly enforced against all persons who on that day shall drive into the village with loaded teams, or who shall unload goods, wares or merchandise, or who shall vend goods or keep open stores or shops for the purpose of trading, or laboring, or who shall engage in hunting, fishing, etc., etc. Also against the parties of pleasure riding or walking to Black Rock or elsewhere."

In 1808 there were more lots sold in Buffalo than in any previous year, and the people appear to have abandoned the idea that ultimately Black Rock must overtake and distance Buffalo as a business and industrial center. Though

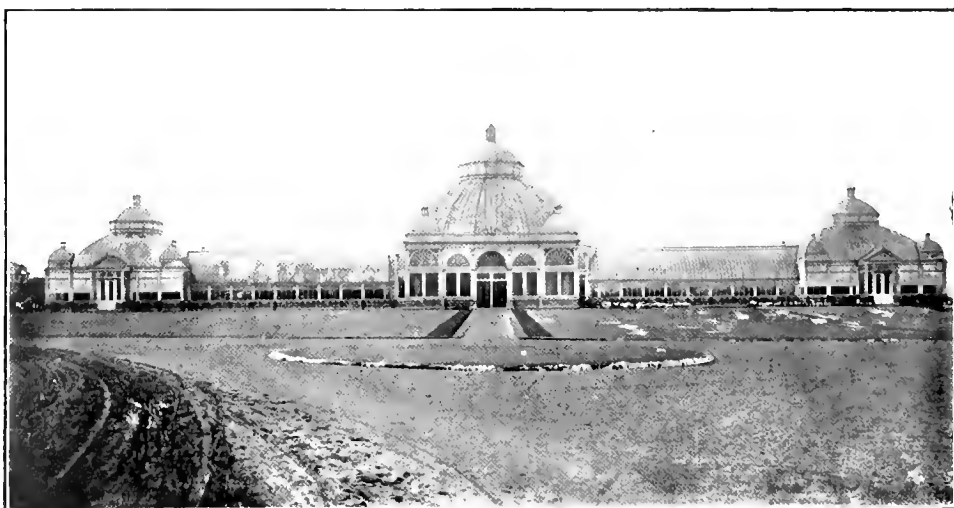
the date of conveyance of a lot is not always the date of first settlement, it is probable that that year marked the first appearance of many men and women who gave being to some of the present city's foremost families. We find in the record of that year's sales the names of Jabez Goodell, John Roop, Elisha Ensign, Joseph Wells, Asa Fox, Gilman Folsom, David Mather, William Hull, and Rowland Cotton. About that time, also, came Joseph Landon, the tavern-keeper, well known by Buffalo people up to the last generation. Jesse Ketchum was another early purchaser of town lots. Though living in Canada, he purchased much Buffalo real estate, and at the outbreak of the Patriot War in 1837-38 he came here, where he resided until his death. His name is commemorated in the Jesse Ketchum medals, that have for many years been awarded in our public schools.

In 1809 Doctor Ebenezer Johnson came, bearing a letter of introduction from Hezekiah Granger, of Cherry Valley, to Erastus Granger, of Buffalo, commending the young practitioner to Erastus Granger, who assisted him in establishing his practice here. The field offered greater opportunities, however, for young Johnson's business abilities, and, after the War of 1812, during which he served as a surgeon and physician, he opened a drug store and subsequently became a banker and broker. He became one of the wealthiest men on the Niagara Frontier, and was chosen for Buffalo's first mayor, serving two terms.

Mayor Johnson is described as being of pleasing address and commanding presence and with something of a John Adams contour and expression, such a man as would attract attention in any assemblage of gentlemen. He lived on Delaware Avenue in opulence and splendor, having a large park enclosed with a high picket fence ornamented with trees and shrubbery, plants and flowers, walks and waterfalls, with deer feeding and gamboling in the mimic forest prepared for them. Misfortune overtook Mayor Johnson, however, and his ample wealth was swept away. Eventually he was driven to seek aid from relatives in a distant State, where he died but little past middle age.

About 1805-06 the organization of civil government became the paramount necessity, and in 1808, upon the organization of the County of Niagara, the Legislature made "Buffalo, or New Amsterdam," the county seat upon condition that the Holland Land Company would erect a suitable courthouse and jail upon a desirable lot and convey the same to the county. The company complied, building the courthouse in the middle of what is now Washington Street, near Lafayette Square. The first session of court was held in June, 1808, in Landon's tavern, the judges being Augustus Porter, first judge; Erastus Granger, Zattu Cushing, James Brooks, and Martin Pendergast, judges; Asa Ransom, sheriff; Louis Le Conteuix, clerk.

Up until this point in the city's history we have had to rely for our data upon the books of the Holland Land Company, the memoranda of individuals, and old papers in the possession of the Buffalo Historical Society. At this time, the year 1811, there came a new force to the struggling little frontier village in the shape of a newspaper, published for the first time in the month of October under the management of Messrs. S. H. and H. A. Salisbury and called *The Buffalo Gazette*. It has proved almost as much of a boon to us of this present time as it proved to those of a contemporary period; for it is, presumably, an accurate chronicle of events as they transpired at that time, the most important period of our history. Editor Salisbury first distinguished his publication by using it for an ax to chop off the final "e" from the city's name, then written "Buffaloe." In a series of humorous articles he ridiculed the Holland Land Company and the Post Department for this superfluity, the whole culminating in a mock litigation, printed



SOUTH PARK CONSERVATORY

in the *Gazette* December 29th, 1811, as follows:

"Ety Molo Gy } 'Law Intelligence'
 } vs.
General Opinion. } Court of People's Bench, Buffaloe.

"This was an action brought before the Court for the purloining of the fifth letter of the alphabet and clapping it on the end of the name 'Buffalo.'

"The plaintiff contended that he had both reason and right on his side, and he could not only prove from high authority that the defendant was guilty, not only of a gross dereliction in thus adding the silent superfluons 'e' to the high-sounding 'Buffalo,' but that he had, in his filchings, taken one of the official functionaries, one of the most important members of the alphabet, one, in fact, introduced into all circles, parties, societies and even into electioneering caucuses, and placed him where his usefulness would be entirely abridged, where he must raise his final head in silence where he would be known only in name."

Doctor Johnson and Noah Webster's depositions both testified that there was no such character as "e" in the town

of Buffalo, and General Use also gave testimony. These efforts of editor Salisbury were successful, and the "e" was gradually and finally dropped, giving us our present spelling.

It was during this year of 1811, that witnessed the establishment of *The Buffalo Gazette* and the arrival of many men who were destined to become great forces in Buffalo's life, that fears of a war between the United States and Great Britain began to be entertained. Simultaneously the settlers here along the frontier realized their particularly dangerous position in that event. The Indians hereabouts were known to be still friendly with the Mohawks, who had removed to Canada, and this added to the general apprehension. This for the reason that the Mohawks were known to be under British influence, and might, in time, induce their tribal brothers on this side to rise. To ascertain the true feelings, Indian Agent Granger and the tribes held a great council fire, at which the Indians were enjoined to remain

lately received from England, upon receipt of which Congress went into secret session and remained in secret conclave until the evening of the 2d, when the last news arrived from Washington. This message related to a declaration of war against England as is stated in the New York papers, which also state that a bill, declaring war against England, has passed the House of Representatives by a majority of thirty-five. The bill was sent to the Senate, it is also rumored, where it was rejected by a majority of one. Other accounts state, in substance, the same. The next mail, we expect, will elucidate the subject."

The same issue of the *Gazette* details that "Col. Swift has returned from Albany and has assumed command of the volunteers on the Niagara River to the number of six hundred"; also that "Nathaniel Allen, Esq., has been appointed paymaster and has arrived at Black Rock with \$40,000."

It is known that a courier was despatched from Washington to Niagara by the British minister there, with news of the declaration of war. Thus the news was received by the British commander considerably in advance of the official communication to any of our own officers. Plans were immediately made by the British to capture everything American within their reach. The first act of hostility on the frontier was the capture of a boat loaded with salt and which was becalmed off the mouth of Buffalo Creek.

Scattered through upper Canada were numbers of young Americans, who were captured, and the British speedily became much better prepared for war than our own people. *The Buffalo Gazette* of July 12th, 1812, states that on that date the British garrison at Fort Erie consisted of six or seven hundred men, nearly all veterans of wars in various parts of the world. It also claimed that the

British had more than one hundred pieces of flying, field, and garrison artillery. This is highly improbable, and but shows the nature of the extravagant rumors that grew out of the excitement at the time.

"Fort Erie has been strengthened considerably" declares the same paper. "A redoubt of many rods in length was thrown up Wednesday and Thursday last on the hill a few rods below the house of John Warren, Jun., and directly opposite the house of General Peter B. Porter at Black Rock."

Immediately upon the report of the declaration of war the militia was ordered out on the line. General Hopkins, who resided a few miles east of Buffalo on Buffalo Plains, ordered out his entire brigade; and General Porter, but recently returned from Washington to his home in Black Rock, assumed command of the operations. Only the most active measures for defense were taken, for the reason that an immediate invasion was expected. At first the attitude of the Six Nations Indians was questioned, and Mr. Erastus Granger caused several councils to be held for the purpose



SCENE IN PARK LAKE, DELAWARE PARK

neutral, with the assurance that everything would be speedily settled. This their chieftains promised to do, but, though the promises were made in all sincerity and were subsequently adhered to, the fear of the Indians operated adversely, and large numbers of the settlers left, so that there were probably less than a thousand persons here when the war broke out.

A very irritable state of affairs existed. Frequent shots were fired from across the river, and indignation meetings were of daily occurrence on this side. The following was printed in *The Buffalo Gazette* July 12th, 1812:

"WAR"

"War has so long been the order of the day that it is very difficult to ascertain by the signs of the times whether we shall have it in reality or have it in words—mere paper shot. The information contained in this paragraph may be of the utmost importance to the country. Time will determine. On the 18th instant the President sent a message to both houses of Congress accompanied with documents

of ascertaining the intention of the red warriors. The fear, on the part of the inhabitants, was effectually allayed when Farmer's Brother, one of the most influential of the native warriors, organized the local Indians into a brigade and led them into battle himself, where they acquitted themselves very creditably.

The summer having passed with no act of war save an occasional random shot across the river, the citizens of Buffalo became emboldened, and made their first aggressive movement early in October, when one hundred and two men, in their boats, commanded respectively by Lieutenant Jesse D. Elliott, U. S. N., Lieutenant L. Watts, sailing master, and Doctor Cyrenus Chapin, of Buffalo, crossed the river, boarded and captured the British brig Adams and the schooner Caledonia, and cut them adrift. The brig was sent on the rocks near Squaw Island, and the schooner was burned.



GATES CIRCLE

The spectacular dash from this side drew the fire of the British, and one man was killed and eight or ten wounded. *The Buffalo Gazette* summarized the casualties thus:

"The first shot from the British batteries killed Major Cuyler. A 24-pound ball passed through the house of Orange Dean; a six-pound ball through the store of N. Sill & Co. Above 300 shots were fired from the British batteries."

About this time occurred the surrender of General Hull at Detroit, and the battle of Queenston, which, together, contributed to the general depression along the frontier. Shortly afterward the British garrison of Fort Erie came over to Squaw Island and captured two American boats, one loaded with cannon balls. A day or two following, the Fort Erie battery opened on Black Rock and its adjacent fortifications, exploding some ammunition and demolishing several dwelling houses. The return fire from the American

side was but intermittent, there being nothing but six-pound guns in the fortifications.

In the early fall of 1812 Brigadier-General Alexander Smythe arrived in Buffalo. His arrival was followed by numerous bombastic addresses to the army, in which charges of cowardice were made against officers who had previously commanded the lines. General Smythe laid plans for an invasion of Canada, which, indeed, were really put into effect to the extent of embarking troops, but which concluded in a fiasco. The subsequent criticism, and General Smythe's charges, involved him in an affair of honor with General Porter, which, so far as is known, was the only duel ever fought in this vicinity. The principals met near the head of Grand Island, attended by the customary seconds. Two shots were exchanged without effect, and the hand of reconciliation was proffered and accepted.

November twenty-fourth found the militia clans still gathering; but a spirit of unrest, due to inactivity, was plainly manifest. The Maryland volunteers desired to either fight or go home. The Pennsylvania men went into winter quarters grumblingly, and others were making their dissatisfaction plain to their officers. In short, the military situation along the frontier at the close of the year was anything but reassuring.

Early the following spring occurred the successful invasion of Canada, the capture of York (Toronto), Fort George, and other garrisons, and the complete discomfiture of the British soldiery. This was followed by a complete turning of the tables, the retaking of Fort George, and the withdrawal of the American troops, who, however, destroyed most of the property before departing.

Early in June, 1813, the victory of Commodore Oliver Hazard Perry on Lake Erie caused spirits to be revived here on the frontier, and the news of the destruction of the British fleet was the cause of great rejoicing. Later the people of Buffalo were permitted to honor the gallant young commander with an elaborate dinner, at which the officers of the army and navy were present and shared. Joyful as they were, however, and buoyant, they were not prepared for any such defeat as was administered to them by the British troops just as the year was closing.

Though it was certain that the British were making plans for the invasion of the frontier, it was very uncertain where the wedge would be driven. When, on the night of December 29th, 1813, the report was spread through the village that the British had landed down the river below Squaw Island, it was believed to be only a feint to draw off the force at Buffalo, where it was thought the principal attack was to be made. With more confidence in their

deductions than seems to have been warranted, the commanders refrained from sending any considerable force to that point.

The enemy had landed under cover of a very dark night, and consequently his numbers could not be ascertained. The mounted patrol below Squaw Island was driven in, and in the darkness the enemy cautiously crept toward the city, meeting practically no resistance. A company of volunteers under command of Captain Bull was sent out to scout, and their first intimation of the immediate presence of the enemy came when they had advanced to a point near to the banks of Conjoctety (now Seajaguada) Creek, and a volley of musketry was poured into their ranks. The darkness, the silence following the volley, and the uncertainty of the enemy's whereabouts, were too much for the raw recruits, and they retreated. Daylight revealed a large force embarking in boats higher up the river, and the whole American force was directed against the new invading party. As soon as this was observed by the force that had previously landed, it moved up and was not observed until it made a vigorous attack on the American rear. This attack, from an unexpected quarter, caused our forces, mostly volunteers and militia, to break and run, and a rally became an utter impossibility. Thenceforward the enemy had an unobstructed march into the town, taking the direct road, now Niagara Street, and throwing out their Indians as scouts and skirmishers on either side of the road under cover of the woods.

The adult male population of Buffalo had gone to Black Rock early in the morning, leaving the women and children behind, under a strong belief that the enemy would be repulsed as upon a former occasion. When the alarm was given that the British and Indians were coming, panic filled every breast and self-preservation became the only law. There were, of course, many instances of heroism, but for the most part the terrified citizens fled, each for himself. Some took the Batavia road, others the Cayuga Creek road, and some fled to the friendly Indian reservation. But the majority took the road across the ferry to the lake and fled up the beach road, which was considered by far the safest course. On the morning of their flight from their burning homes a farmer from one of the south towns, on his way to market with a load of cheese, met the retreating villagers and immediately

became possessed of their terror. Dumping his cheese out upon the ground he filled his wagon with helpless women and children and facilitated their flight. Mounted men swept women and children to the saddles in front of them and aided them to escape. Families were separated not to be reunited for weeks; in fact, some were never reunited.

So sudden was the attack and so few were the avenues of escape that most of the refugees left all their belongings behind to be destroyed in their burning homes. Some families, with more foresight than others, began two days before to remove their belongings and had departed when the British began their advance on the town.

A few men who were in the morning battle at Black Rock were able to reach the village in advance of the enemy and warn their neighbors. Among them was the courageous Doctor Chapin, who, upon reaching a point near the junction of Main and Niagara streets, found a squad of men and small boys with a cannon, recovered from a lately wrecked vessel at the mouth of the creek. This gun was mounted upon wagon wheels, and was not at all a formidable weapon. Doctor Chapin joined the little band, and a few shots were fired at the advancing foe, doing considerable execution before it became disabled by being blown from its carriage. Doctor Chapin, under a white flag that fluttered from his cane, advanced towards the enemy ostensibly to ascertain their terms for surrender. Really, however, he designed to give the inhabitants more time for their retreat, and his ruse actually resulted in retarding the advance for a considerable period. But it availed nothing in the end, and soon thereafter the torch was applied, as the invaders said, in retaliation for the burning of Newark. The next day every house in Buffalo, with the exception of two, was in ashes, and the town site was deserted save for the household cats brooding over the ruins and an occasional Indian looking for plunder. The last issue, before the fire, of *The Buffalo Gazette* was published from its regular office December 14th, 1813; the next one from Harris's tavern, near Williamsville, January eighteenth, more than a month afterward. Hence it is apparent that the refugees did not return at once to Buffalo, but remained in safe places until further clashes of arms in other sections of the country had resulted favorably to the American cause and had inspired confidence.

CHAPTER III.

Return of the refugees.—Building again.—Help for the distressed.—General Winfield Scott in command on the frontier.—Second invasion of Canada.—Capture of Fort Erie.—Battle of Chippewa.—Battle of Lundy's Lane.—Explosion of magazine at Fort Erie.—Defeat of British garrison.—Siege of Fort Erie.—Relief of the Fort Erie garrison.—End of the war.—Immigration.—Another newspaper.—First murder trial.—New courthouse.—First bank.—First steamship.—Red Jacket defends a witch-slayer.—Hanging of the three Thayers.—The "City of Ararat."—Completion of the Erie Canal.—Death of Red Jacket.—Financial depression.—Movement to liberate Canada.

OUR progenitors seem to have been rather better pioneers than soldiers, and the disaster in the campaign of late 1813 was followed by a period of commendable activity which entirely offsets the disgrace of the rout before the British arms. For several days after the burning of the town the place was entirely deserted. Samuel Wilkeson and a companion returned secretly and found no living thing between what is now Cold Spring and the ferry, save a cat prowling among the blackened ruins. In a week, however, the more venturesome had begun to return to their smoldering habitations and with true Yankee pluck began to hew the timbers for their new homes. The commissary department of the army issued limited rations, which, together with the game they were able to kill, afforded the hardy builders a comfortable living. The Legislature, too, gave attention to the distress calls and voted fifty thousand dollars in aid of the sufferers, five thousand to the Tuscarora Indians, and a like sum to the residents of Canada driven out of their environs for their friendship with the United States. The city of Albany voted one thousand dollars, and the city of New York three thousand dollars for the same worthy objects. In spite of this the winter held much of woe for the homeless, and many are the tales of distress chronicled in diaries and publications of the time.

As spring approached, life on the frontier revived. More troops came, and consequently a greater circulation of money was added to the rather slim volume of business, and a ready market was found for produce. Lovers ever found time to court, and in March, 1814, one number of *The Buffalo Gazette* contained two wedding notices, which was a record for the time. The town quickly sprang from its ashes, and by April thirty or forty houses had been erected among the ruins left by the British.

On April tenth a distinguished young soldier arrived, and confidence increased, for, though but thirty years of age, General Winfield Scott's fame had preceded him, and he was considered the highest type of the gallant soldier. He first established headquarters at Williamsville, then at Buffalo, where his "irregular" army was put at drill and soon attained a high degree of efficiency. It is a singular fact that here, in this exposed frontier post, the young general

was training men who were destined to follow him through the Mexican War and who there acquitted themselves nobly as soldiers.

June twenty-eighth *The Buffalo Gazette* stated, non-officially, that a rumor to the effect that an immediate advance was impending, was erroneous, yet, on July third, the advance was begun. The force of Major-General Brown, Scott's superior officer, consisted of two brigades of regulars under Scott and Ripley and one of volunteers under General Porter. The latter comprised five hundred Pennsylvanians, six hundred New Yorkers, and nearly six hundred Indians. One of the most picturesque figures in this latter contingent was Red Jacket, the Indian orator, who, though his timidity in battle was well known, would not offend his pride by remaining at home.

Fort Erie was garrisoned by one hundred and seventy British, the main body of the enemy being at Chippewa, eighteen miles below the fort. On July second Brown, Scott, and Porter planned for Ripley to embark at Buffalo in the night and land a mile from the fort, up the lake. Scott was to cross at Black Rock and land a mile below Fort Erie, which the columns were instructed to capture. Though an unfortunate difficulty came, in the shape of a fog that made Ripley's landing several hours late, Scott's instructions were so well carried out that he alone invested the fort and received its surrender. On the afternoon of the third Scott marched down the river and on the morning of the fourth drove in the enemy's outposts. Followed by Brown and Ripley, he marched to the south side of Streeter's Creek, two miles south of Chippewa, with nothing but the narrow stream between them and the British Army. Late the following night General Porter crossed the creek and marched toward Chippewa, his movement precipitating the battle of Chippewa, the first battle of the war in which a large body of British troops was defeated in the open field, an event that greatly encouraged the American arms and established confidence, generally, along the frontier. The British losses were five hundred and fourteen, nearly two hundred dead being found on the field. The Americans lost fifty killed, one hundred and forty wounded, and a few taken prisoners. Though

accurate returns are not available at this late day, it is probable that the American regulars engaged numbered about thirteen hundred and the British about seventeen hundred.

On July eighth Ripley's brigade forced a passage of the Chippewa, and General Riall, the British commander, destroyed his works and moved to Queenston and later to Fort George, where Ripley pursued but decided that his force was insufficient to attack. Reinforcements of the British garrison at Fort George made it seem prudent to withdraw, which Ripley did.

July twenty-fifth Brown's army encamped at Chippewa with its rear so closely pressed by Riall with reinforcements that Scott's brigade was sent to check him. Scott met the enemy near Bridgewater, and his gallant band held their ground but sent for Brown's brigade, which arrived shortly before night. The enemy's line was then near Lundy's Lane, a hill near by being the key to the position. Miller's regiment of infantry carried this hill and captured the artillery, stationed there, at the point of the bayonet. General Ripley then led forward with his reserve regiment and drove the enemy from the field.

When darkness fell the enemy rallied, and then ensued some of the most spectacular movements in the history of warfare. Three times the British stormed the heights, only to be driven back at the red flash of deadly fire from the American line; thrice their shots and cries drowned the roar of the cataract and as many times the din diminished, leaving the rumble of Niagara to be punctuated by the shrieks of the fallen redecoats. But failure followed each attempt of arms; and two hours afterward, with one of the captured guns and General Riall, the British commander, as prizes, the Americans departed from the field and marched to Fort Erie. But the victory was not unattended by disaster; both Brown and Scott were seriously wounded and brought to Buffalo for treatment.

Later General Drummond, the British commander, stormed Fort Erie with but partial success, or rather with but temporary success. Three times he led his forces against the ramparts and was repulsed. The fourth time, with his voice raised above the din urging his men to "give the damned Yankees no quarter," his force stormed over the parapet, the gallant commander receiving his death wound as he saw his men victorious. When our forces were driven out reinforcements were promptly sent by Generals Ripley and Porter, and an attack was made with great valor. Presently one of our cannon balls reached the fort's magazine, and a terrific explosion followed, killing and maiming many of the triumphant British. Disheartened by the death of their commander and dazed by the explosion, the British soldiers

fled, the fort falling again into the hands of the Americans.

This battle was witnessed by hundreds of people standing on Buffalo's water front, to whom the whole spectacle was easily discernible. At night the glare from the burning fort lit up the country for miles around. A day or two later the wounded prisoners were removed to Williamsville for treatment, and those prisoners who were able-bodied were taken to the prisoners' depot at Albany.

Then the British, being constantly reinforced, settled down to lay siege to the fort. Meanwhile the little American garrison was being depleted by sickness and disease, and their situation became so desperate that Governor Tompkins called out all the militia west of the Genesee and ordered them to Buffalo. Once assembled here General Porter called for volunteers from their ranks to go to Fort Erie's relief, and about September tenth they were conveyed across the river



ARCH BRIDGE, DELAWARE AVENUE

in the night and encamped on the lake shore above Towson's Battery, General Brown in command. September seventeenth the volunteers were paraded, the news of the recent victories on Lake Champlain and at Plattsburg read to them, and a high state of enthusiasm was engendered. Under the spell of this they were led forward to attack the three batteries the British had constructed around the besieged fort, which they did with success, and, just before sunset, reached the fort and reinforced the gallant little band that had garrisoned it, in front of the whole British force.

The relief of Fort Erie was one of the most skillful maneuvers in the history of warfare, and it is regrettable that no more is known about who planned it. Napier, the famous British military historian, cites it as one of the very few instances where a single sortie compelled the raising of a siege.

The raising of the siege of Fort Erie was substantially the end of the war on the Niagara Frontier. Several unimportant little skirmishes occurred, so insignificant as to be seldom dignified by description in journals of the time.

January 15th, 1815, the news of the victory at New Orleans was announced in a *Buffalo Gazette* "extra," which, by the way, was probably the first newspaper "extra" in the city's history. One week later the good news was followed by the still better news of the signing of the treaty of Ghent. Post riders carried the news, doctors disseminated it, and every possible agency was employed to let the people know that they might again take up the long-suspended vocations of peace. Here in the town there was a week of jollification, wining and dining, which ended in a Sunday of devotion and fervent thanks to the Almighty for the new-found peace.

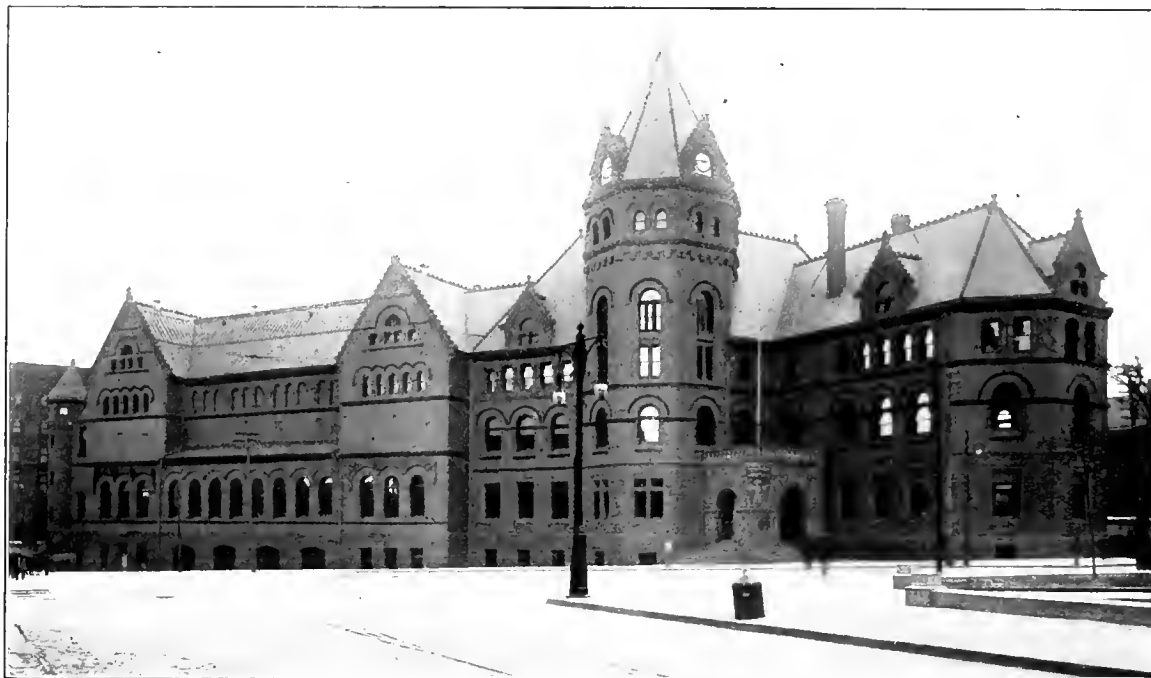
Immediately after the advent of peace the flow of immi-

The first political campaign of note occurred about this time, when the Assembly district comprising Niagara, Cattaraugus, and Chautauqua counties was awarded two members. The strife resulted in the election of Daniel McCleary, of Buffalo, and Elias Osborne, of Clarence.

In June, 1815, the first murder trial in the county occurred—the trial of Charles Thompson and James Peters, soldiers in the regular army, for the murder of James Burba, a farmer living near the village. They were subsequently executed in public, the prisoners being guarded by a regiment of militia under General Warren.

In 1816 a new courthouse was built on the east side of Onondaga (Washington) Street, on the present site of the Public Library. This courthouse stood until 1876, and is still remembered by citizens who are now in middle life.

In July, 1816, a scarcity of money caused a serious



BUFFALO PUBLIC LIBRARY

gration west began, a movement that was to mean much to the city's development. Immigrants literally poured over the Holland Land Company's grant, and the country around about Buffalo attained a surprisingly high state of cultivation in an incredibly short period of time. Strangely enough, Williams-ville and Clarence Hollow were Buffalo's rivals and really gave promise of phenomenal growth. In March, 1815, the country recognized General Porter's war services by electing him to Congress, and subsequently he attained a cabinet position. In 1815 another newspaper, *The Niagara Journal*, entered the local field to compete with the old established *Gazette*, and for the first time the opposing political parties each had an organ through which to shout its grievances.

The *Gazette* had always leaned toward Federalism, but the new journal was distinctly Democratic in doctrine, and the two enlivened those prosaic days with many type duels that no doubt contributed greatly to the gaiety of the times.

condition in local business affairs, and the Bank of Niagara was formed for the emergency. The capitalization was five hundred thousand dollars but only the modest sum of six dollars and twenty-five cents on each share of one hundred dollars was required to be paid in.

The summer of 1816 was a notable one, and is chronicled in the ancient diaries as having witnessed the most outrageous caprice of the weather goddess in the then short history of the frontier. It snowed in May, and on June ninth a frost nipped the early vegetation. That year grain was scarce, vegetables could not be procured, and the whole population turned to the rifle and depended upon the wild game, which fortunately could be found hereabouts in abundance. The Indians invoked the aid of the Great Spirit and offered sacrifices to bring relief; on one occasion they burned a white dog and a deer, but the next morning there was a harder frost than ever, which naturally shattered their

faith somewhat. The inhabitants were seriously distressed during the following winter, and lived on "short rations," as many old chronicles, still preserved, attest.

In the summer of 1817 Buffalo received its first visit from a President. Monroe, having spent a day at Niagara Falls, came up the river on August ninth and was escorted to Landon's tavern, where an elaborate dinner was served in his honor. He embarked the same evening for Detroit.

The year was one of great import to the struggling frontier town, for it witnessed the passing of the bill for the construction of a canal from the Hudson to Lake Erie. This waterway subsequently became the main avenue of travel between New York and the West, and, more than any other thing, facilitated and promoted the growth of Buffalo from a small town to a great city. The canal is described elsewhere in this volume.

In 1818—August twenty-third, to be exact—another important mark was reached in the growth of the commerce of Buffalo. On that day the first steamboat plowed the waters of the lake, the *Walk-in-the-Water*, which had been constructed at Black Rock during the previous nine months. Lake commerce at that time was small, but the possibilities were very evident.

It seems almost incredible that slavery should ever have existed in Buffalo. Yet, in 1818, it seems that a local law for the abolition of slavery was made necessary. Among the blacks owned near Buffalo were five brought from Kentucky by General Porter's wife, she having been a Kentuckian, the daughter of the Honorable John Breckenridge, before her marriage.

In 1820 the first daily mail was established between Buffalo and Albany and the first agricultural fair was held in Niagara County, both events of paramount interest to the population. By the census of that year the whole county of Niagara, including Buffalo, was 23,313, of whom 15,668 were in the present county of Erie. This the people considered a warrant for a division of the county. A petition granted by the Legislature in 1821 divided the county, and Buffalo became the county seat of Erie County.

It is interesting to note that even at this late date the inhabitants were much annoyed by wild animals. Wolves there were in abundance, and a bounty was paid by the county of Erie for scalps of the animals, one Indian having received three hundred and sixty dollars in one forenoon from the sale of wolves' scalps. Bears were common, and wildcats could be found in most any part of the adjacent forests.

The year of 1821 affords a strange spectacle—the killing of a woman as a witch. That spring an Indian died of a strange disease, and a squaw named Kanquatan was suspected of bewitching the deceased. Accordingly she was

slain by Tommy Jimmy, a well-known Indian brave. The civil authorities issued a warrant, which was served by Pascal P. Pratt, Red Jacket himself assuring Mr. Pratt that Tommy Jimmy would be on hand when the time came for his trial. The word was kept, and Tommy Jimmy was arraigned for murder, Red Jacket appearing as his counsel. When his white brethren tried to convince him of the absurdity of believing in witches, the wily old chief faced the court and told the assembled wise men the story of the witch days in Salem in such a dramatic manner, charging the whites with similar practices but comparatively a few years before, that he utterly shamed the prosecution out of court, and the case was dropped.

In 1821 there came a tall young man of stalwart frame, open countenance, and pleasing manner, who was subsequently to play a most important part, not only in the life



BIDWELL PARKWAY

of the frontier, but in the affairs of the nation. That man was Millard Fillmore. In 1823 he was admitted to practice law in this county, and immediately opened an office at Aurora, where he remained for seven years. There is no evidence that during those years Fillmore gave any indication of greatness, and for years he was obscure and unknown.

The year of 1825 was an exciting one in Buffalo, being marked by a tragedy which was well remembered by the old people of the last generation. This was the murder of John Love and the hanging of the three Thayers. Love was killed in the town of Boston, and in February, 1825, the Thayers were arrested for the murder. They were tried on April twentieth before Judge Reuben H. Walworth, District Attorney Potter appearing for the people and Thomas C. Love, Ebenezer Griffin, and Ethan B. Allen representing the defendants. The evidence was conclusive, and the Thayers were sentenced to death. The executions were public, as usual, and it is estimated that fifteen thousand

people, the largest number ever assembled in Buffalo up until that time, witnessed the grewsome spectacle in Niagara Square.

Red Jacket, the old Indian sachem, seems to have been the only absentee from this grim public function. Judge Walden was entering the village on the morning of the hangings, when he encountered Red Jacket headed towards the open fields.

"Why, how is this?" asked the Judge, "why do you not attend the execution like the others?"

"Ugh!" growled the old chieftain, "there are fools enough there already; battle is the place to see men die."

In September, 1825, Major Mordecai M. Noah, an editor and politician of New York, "laid the cornerstone of a city to be called Ararat" on Grand Island. This was designed to be a city of refuge for the Jews of the whole world. However, this was as far as the plan ever progressed, and the Jews of the world had to seek refuge elsewhere.

The great event of the year, as affecting the prosperity and growth of Buffalo, was the completion and opening of the Erie Canal. It was finished October twenty-fourth, and on the twenty-sixth, according to a previous arrangement, a grand celebration was held along the line.

The completion of the canal was not immediately followed by any great increase in business, the wheat crop not being of consequence, and the other crops being disposed of locally. A large immigrant travel quickly followed, however, and the Erie Canal speedily became known as the "path to the great West."

The people of the time seem to have been just as susceptible to the wiles of the press agent as now, for in 1827, we find a most wonderful spectacle being prepared for an expected crowd of people at Niagara Falls. This was nothing less than the shipping of the schooner *Michigan* over the Horseshoe Falls. Thousands of people came from all over the country to witness the unique spectacle. On the appointed day the craft, with a crew consisting of a buffalo, three bears, two foxes, a raccoon, a dog, a cat, and four geese, was steered as close to the brink as possible and cut away. She went straight, head on, over the cataract and was dashed into bits. Of the crew, the two geese paddled ashore and the two bears saved themselves by jumping and swimming ashore above the falls. Nothing was ever seen of the other animals, but an effigy of General Jackson, placed in the bow of the boat, was seen riding the rapids triumphantly, a good omen, his adherents said, for the success of his candidacy for the presidential chair.

The principal historical event of 1830 was the death of Red Jacket, easily the foremost red man of that early period.

He died in his cabin on the Buffalo reservation, January twentieth of that year. Evidently he had a premonition of death, for he spent his last hours among his people, giving them advice and directing them in their future dealings with the whites.

"Bury me," he said at last, "by the side of my wife, and let my funeral be after the custom of our nation. Let me be dressed and equipped as my fathers were, that their spirits may rejoice at my coming. Be sure that my grave be not made by a white man; let him not pursue me there."

Thus passed the greatest of the Iroquois. His end was marked by the same pagan practices to which he clung throughout his long life. Almost his last request was that, after death, a certain small vial of water be placed in his hand to ward off the devil. In 1839 a subscription provided for a marble slab to be placed over the old chief's burial place.



SCENE ON RICHMOND AVENUE

Long afterward, when the Senecas had removed to the Cattaraugus Reservation, some admirers of Red Jacket, fearing his bones would be plowed up, disinterred them and sealed them in a leaden casket expecting to reinter them at Forest Lawn. This elicited a protest from the Senecas, who demanded and received the precious relics.

Many years afterward William Cullen Bryant found the bones in the keeping of an old Indian woman, who surrendered them to the white people. They were afterward buried in Forest Lawn Cemetery, in Buffalo, and over the grave was erected a granite pedestal, surmounted with a heroic bronze cast, more than life size, of Red Jacket in his council regalia.

In 1832 Buffalo was incorporated as a city, with five wards and a population of approximately ten thousand. That autumn, the period of Jackson's second election to the presidency, witnessed also the selection of the young lawyer,

Millard Fillmore, for Congressman from the Thirtieth District. Such a high position was seldom attained by a man of his years, and Fillmore at once became one of the foremost figures of the frontier. There is little doubt but that the popular favor which eventually led him to the presidential chair began at this point in his life.

In 1832 the cholera made its appearance in America, and, following the tide of immigration westward, inflicted a serious blow upon Buffalo. It did not become epidemic to any great extent, however, and gave only a slight indication of the destruction and woe it was to inflict at a subsequent period.

In 1834-35 a wave of unhealthy speculation swept over the country, particularly along the Great Lakes section. Wherever there was a possibility of a harbor, and at many places where there were absolutely no possibilities of ever creating any port of commercial value, towns had been laid out and the surroundings traded upon. Here in Buffalo the abnormal speculation was at its worst. Prices advanced to an almost prohibitive point and financial panic was plainly impending. It was hastened locally by the exposures, in 1836, of the forgeries of Benjamin Rathbun, then the leading business man of the city. Then the situation became acute, and many men, who had considered themselves well-to-do, if not wealthy, suddenly awakened to find themselves paupers. The presidential election was lost sight of in the gloom, and attracted practically no attention.

Van Buren was elected president and Marcy elected governor, but the city of Buffalo went heavily for the Whigs. The year closed in great depression and anxiety. One ray of hope came in the otherwise hopeless year; that was the completion of the first railroad out of Buffalo, to Niagara Falls. This enterprise promised much.

Black as 1836 was in our annals, it was made bright by contrast with the following year, which was, from all points, the darkest year in all our history. During this twelvemonth, despair and depression reached their lowest point. Failures were numerous; defalcations ceased to cause surprise; and poor people were in a serious way for food and the bare necessities of life.

It was this condition, probably, that abetted the feeling against the Holland Land Company and its interest charges on land credits still outstanding. This feeling grew to a point where indignation meetings were held and the press was filled with sarcastic condemnation of the Holland landlords. Gradually the land-buyers paid up and threw off the yoke, but the year was ever marked in history as "the year of the Holland Land fight."

In the winter of 1837-38 Buffalo was given something fresh to think and talk about. For several years lower Canada had been displeased with the government of Great Britain. Eventually this resulted in rebellion that was crushed only at great cost. But it continued long enough to enlist the sympathy of many Americans along the borders, especially here in Buffalo, and secret lodges of "hunters" were established to give aid to those who continued as belligerents.

Several men of this class established themselves on Navy Island in Niagara River and engaged the little steamer *Caroline*, owned by William Wells, of Buffalo, to transfer men and supplies from Schlosser's dock to Navy Island. December twenty-seventh she tied up at the dock, and next morning came the news that, during the night, a British force had crossed the channel, cut her cables, killed one man and wounded others, then set fire to the craft and sent her over the falls.

The excitement, upon receipt of this news, was intense. Rumors filled the air; the British were coming; war was upon them; and a general call to arms was urged. It was soon found that Sir Alan McNab, commanding the British frontier, had sent the assailing force. It was plainly a violation of the international agreement of the time, but President Van Buren, being a pacific person, never obtained redress—in fact, never made any real effort.

The Americans were put to their resources to prevent a serious clash between the two sides; the militia was called out to restrain expected invading parties, and General Scott was sent here by the Government. Three armed British schooners sought to attack the American steamer *Barcelona*, but Scott moved his men to Black Rock, opposite the ships, and, posting his artillery on a height, ordered the British to weigh anchor and leave, which they did, their only alternative being to remain there and risk being blown out of the water. January fifteenth the British regulars and the Canadian militia trained their guns on Navy Island and shelled the "army of invasion" from their cover and drove them to the American mainland.

Later, when the lake had frozen over, another attempt was made to invade Canada. The Buffalo City Guard and Clapp's Volunteers were called out one night and marched to Hamburg, thence three or four miles on the ice towards the middle of the lake, where they found thirty or forty men comfortably housed in shanties, waiting for reinforcements before starting on their mission to liberate Canada. They surrendered readily, and their capitulation marked the last attempt to invade Canada until the Fenian raid in 1867.

CHAPTER IV.

First railroad connection with the East. Fillmore mentioned for the vice-presidency.—Era of great prosperity.—Fillmore elected. The "Ebenezer Society." Murmurs of civil war.—Buffalo the morning of Sumter's fall.—"Minute men."—Departure of the regiments for the Civil War. The war period.—Peace.—Politics of the period after the war.—Grover Cleveland's ascendancy.—Governor Cleveland.—President Cleveland.

THE city recovered very slowly from the financial depression and its attack of "militarism," and it was not until 1845, within the recollection of many people of our present day, that business again assumed an entirely normal character. In 1842 the Buffalo & Albany Railroad was completed, this being the city's first railroad connection with the East. In the same year Millard Fillmore declined a renomination, and William A. Mosely was sent to Congress in his stead. During the last two years of his tenure of office Mr. Fillmore was chairman of the Ways and Means Committee, next to the Speaker the most important personage in the House of Representatives. In 1844 Mr. Fillmore was mentioned for the vice-presidency by the Whig Convention, to go on the ticket with Henry Clay, but at the convention Mr. Frelinghuysen was finally chosen, and Mr. Fillmore was nominated for governor, being defeated by Governor Wright.

In 1845 began an era of prosperity such as the frontier had never before known. Money was plenty, but not unhealthily so, and the records show that more farms were paid for and more mortgages discharged that year than in any previous like period. New churches were built; frame houses took the places of log cabins that had served up until that time; and the lake commerce took on new and more active aspects. Great fleets in this port were constantly transferring their grain to the canal, and labor was in demand at a fabulous price.

In 1848 came the introduction of slavery into local politics. In June of that year, when the Whig Convention convened, General Taylor was nominated for the presidency and Millard Fillmore for second place on the ticket. The Democratic Convention named Cass and Butler. But a third ticket entered the field, called "the Barnburners," and, with the idea of uniting all enemies of slavery extension, the famous Buffalo convention was called for August 9th, 1848. The slogan of that convention was, "No more slave States and no more slave Territories." This was the first local sign of the sentiment that was, but a few years later, to precipitate one of the greatest civil wars in the history of the world.

The following spring Buffalo's eminent citizen, Fillmore, was installed in the second seat in the nation, a position he is said to have filled in a way highly dignified and with manners

that won him a host of admirers. July 9th, 1850, President Taylor died, and Fillmore became President, just twenty-one years after having entered public life as a member of Assembly. He immediately formed his cabinet, selecting for his postmaster general his former student and partner, Nathan K. Hall, who had been a member of Congress but a single term. This selection occasioned much criticism and invited many charges of favoritism, but it was vindicated by the incumbent's capable administration, his unswerving integrity, and his devotion to duty.

By 1850 the population of Buffalo had increased to 42,261, with an army of immigration marching constantly through its gates, a percentage of which detached itself at this point and increased the figures rapidly. Of these immigrants a number, from Rhenish Prussia and Hesse, formed the "Ebenezer Society" and purchased of the Ogden Company ten thousand acres of land in the present town of West Seneca. Until 1863 this community thrived, giving one of the most forceful lessons in thrift to be seen in western New York and attracting an excellent class of immigrants, some of them to be the beginning of our very best German families of today. In the period between 1857 and 1863 the members of the society disposed of their land holdings and moved to Iowa, where greater agricultural opportunities were offered.

From 1850 to 1857 the city enjoyed great general prosperity, and foundations were laid for some of the large business houses which contribute today to the city's mercantile supremacy. One result of this prosperity and general well-being was the extension of the city limits to include Black Rock.

In 1855 the Republican Party was formed, and received into its ranks a large portion of Buffalo's voters. The following year came the triangular fight between the Democrats, Republicans, and Americans, the three parties being more equal in numbers in Buffalo than in any other city in the Union. This marked the last appearance of Millard Fillmore in politics. Thereafter he lived in quiet and dignified retirement, for the greater part of the time in the old Fillmore home on Niagara Square, which still stands.

In 1857 there came another period of business depression, lesser in consequence than that of 1837, but, nevertheless, sufficiently serious to hamper the growth and progress of the city. By 1860 this condition had been relieved, and the city, again normal, had a population of 81,129. In that year

the vote of the city in the presidential contest was about evenly divided between Lincoln and Douglas.

Rapidly following came what was probably the most momentous period in Buffalo's history. No sooner had the triumphant shouts of the Lincoln party died away than there came murmurs of discontent from the South. All know how, one after another, the States in the South seceded from the Union; how their preparations for war went on and on, presaging the serious events that were to come; how, at last, it culminated in the spark that set the blaze on the morning of April 15th, 1861.

The Buffalo morning papers of April 15th, 1861, contained the news of the bombardment and surrender of Fort Sumter, and within the hour a call had been issued for a meeting to be held at the courthouse on Lafayette Square at half past seven o'clock in the evening, to organize "a body of minutemen for immediate service." The courthouse was filled to overflowing that night, until chairman Eli Cook saw the impossibility of ever forming an intelligent routine of business under such a handicap, and adjourned the meeting to assemble later in Kremlin Hall, where a second adjournment was made necessary by the ever increasing crowd. Lastly it was seen that an open-air meeting was the only practicable course, and it took place in front of the American Hotel,



THE ZOO, DELAWARE PARK

then standing on Main Street between Eagle and Court streets.

Fired by the speeches and the great wave of patriotism, the youth of the city rushed to the nation's defense, and that night, before the final adjournment, one hundred and two able-bodied young men had signed the call for volunteers. On the eighteenth General Scroggs summoned those who had enrolled, and the first volunteer company in Erie County was formed, with William H. Drew as captain, R. P. Gardner first lieutenant, and E. R. P. Shurley second lieutenant.

Immediately the Seventy-fourth and Sixty-fifth regiments opened recruiting stations and began to enroll volunteers. On May third four companies left for Elmira, the first volunteers to leave this city for the front.

On the eleventh six companies left, joining the four other companies already departed, and forming the Twenty-first New York Volunteer Infantry, under Colonel William F. Rogers. In September another regiment left, the Forty-ninth New York Volunteer Infantry, under Major Daniel D. Bidwell. Battery I of the First New York Artillery left the same month under Captain Michael Weidrich. There was also active recruiting, in the city, of separate companies and



SEAL POOL, THE ZOO

to fill outside organizations and bring them to their full quota. In February, 1862, the One Hundredth New York Infantry was sent out and despatched immediately to the seat of war.

Meanwhile politics had taken a paradoxical turn. Oddly enough, though the Republicans swept the State by a hundred thousand majority and had carried the country in the two previous years, at this time the Democrats were at least partly successful, electing locally both a senator and a sheriff.

After the successive disasters in the Peninsular campaigns the Government called for three hundred thousand more troops, and Buffalo responded nobly. September fifth, the One Hundred and Sixteenth Regiment, under Colonel Edward P. Chapin, set out for the front, every man being of the city or county. The summer's disasters in the field naturally strengthened the administration's opposition at the fall election, and the county went Democratic, the Honorable John Ganson being elected to Congress by about three thousand plurality.

During the year 1864 the people of the city were almost entirely concerned in the movements of the armies. Business was at a standstill; prices were well-nigh prohibitive; and the city's brawn was at the front fighting the country's battles. In this year, for the fourth time, the Democrats were successful at the polls, electing the Honorable James M. Humphrey to Congress.

The following year, 1865, brought an end to the war and the return of the city's men to their vocations of peace. It is not the purpose of this volume to detail Buffalo's association with the war period, her influence on the total result, and her standing as a loyal community. Neither would it be possible, for it would necessitate the following of every campaign; for in all, except the armies of the West, were to be found her sons, and thousands of them laid down their lives in the cause or came home maimed or ill, having made man's greatest sacrifice in the cause of country and humanity.

For the States of both the North and the South it required a long time to recuperate from the dire effects of the Civil War. Business was paralyzed; industries were in a state of chaos; the city was filled with returned soldiers, who were unable to take up their old vocations immediately. The city came nobly to the rescue; funds were established; and, as fast as possible, positions were found for those men who had served their country, and, in serving their country, had lost their own sources of income.

It is doubtful if in any other city in the Union such kindness and thought were shown for the army of heroes, and the paramount thought among the people of Buffalo seemed to be to show appreciation of the sacrifice the soldiers had made.

Very soon the business and industrial depression began to show signs of relief. Old industries resumed, and new industries sprang up, until, in a very short time, Buffalo assumed her normal condition again and the effects of the civil strife rapidly disappeared.

At the election following the war the Republican Party came into ascendancy and elected a majority of candidates in the county. However, in the following year, the Democrats resumed leadership and elected the Honorable James M. Humphrey to Congress—a reelection. In 1867 the Democrats retained their supremacy; but the following year the county went back to the Republican column with a rush, the Grant electoral ticket, and the Honorable David S. Bennett for Congress, being elected by a majority of more than two thousand.

In 1869 the Republican Party retained power, but the following year the Democracy captured the ballots and sent the Honorable William Williams to Congress. In 1871 the Republicans took their turn again, likewise in the year 1872, the year of the Grant and Greeley campaign. In 1873 there was a division of honors, both parties electing equal numbers to office. In 1874 the Democrats elected every candidate save Congressman, the Honorable Lyman K. Bass being reelected to that office, which he had held in 1872. The next year the Republicans won by a majority of three thousand five hundred, and in the presidential election of 1876 the result was divided, the Honorable Daniel N. Lockwood being sent to Congress from this district.

In 1877, '78, and '79 the Republicans were in power, but in 1880, although the county gave a good majority for James A. Garfield, the Democratic candidate for Congress, the Honorable Jonathan Scoville, was elected by a small majority. In 1881 the Republican State ticket had a majority in the county, while the local candidates of the party were badly defeated.

In 1882 Grover Cleveland, then mayor of Buffalo and the county's former sheriff, received the nomination for Governor of the State of New York. This was his third step in a political career that was to bring him twice to the highest office within the gift of the American people. In that year the State went Democratic by the largest majority ever given to a candidate in any State in the Union, something more than 190,000. The Buffalo city vote was Republican 11,404, Democratic 17,156. Two years later, in the campaign of 1884, Grover Cleveland, at that time the Governor of New York State, received the nomination for the presidency against James G. Blaine, and was elected. The city vote was Republican 18,530, Democratic 17,477. In 1888, which was again presidential year, Benjamin Harrison was elected president over Mr. Cleveland. In 1892 Mr. Cleveland was again nominated, with Adlai E. Stevenson, and defeated Harrison and Reid, the Republican national ticket.

Previous to his meteoric public career, Grover Cleveland was a practicing lawyer in the city of Buffalo, and favorably, though comparatively little, known in the State bar, and practically of no national fame. His services as mayor, governor, and president, however, entirely justified the confidence placed in him, and his diplomatic handling of several delicate situations which came in his official career marked him as an able man, well fitted for the tasks of his high office.

CHAPTER V.

First street railroad.—Buffalo Historical Society.—Beginning of the city's great business houses.—The Grosvenor Library.—Young Men's Christian Association.—Burning of the American Hotel.—Death of the firemen.—The Fenian raid.—Reorganization of the police department.—New city and county hall.—Beginning of the park system.—Railroad extension.—Lake tonnage.—The stock yards.—City's industries.—Great buildings.—Real estate.—Panic of 1893.—Railroad strikes.—Grade crossings abolished.—Paving.—As a convention city.—The G. A. R.

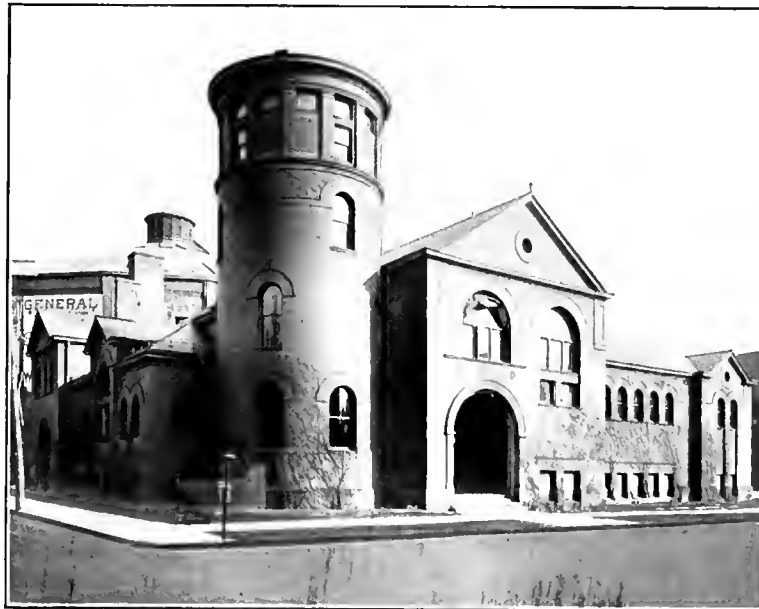
THE first street railway company had been organized in Buffalo in 1860, although a horse road had been operated for some years between the city and Black Rock. May 19th, 1860, ground was broken on Main Street for car tracks, and a few days later the Niagara Street line was commenced. The first car over the Main Street line was run June 11th, 1860, and on June twenty-third cars began running on the Niagara Street line.

Aside from the contributions to the Federal cause, the year 1862 had marked the formation of the Buffalo Historical Society. Its formation was a matter of much local importance, and its board at the time comprised the foremost men of the city. Notwithstanding the enormous cost of the war, a financial drain that extended to every hamlet in the land, save for the inevitable chaos there was seeming prosperity throughout the North, particularly in Buffalo. This was due to the enormous demands of the Government for war material, which had promoted many industries. Buffalo advanced with the general tide. The five years between the surrender at Appomattox and 1870 were prolific in new business projects and public improvements. Railroads were extended and building became general. That period witnessed the establishment of what are today our largest business houses, including The William Hengerer Company, The Adam, Meldrum & Anderson Company, J. N. Adam & Company, Walbridge & Company, the Third National Bank, and others.

At that time Buffalo was well supplied with public institutions which were a source of untold benefit. Among those were the Grosvenor Library. In 1857 Seth Grosvenor, then living in New York, made a bequest, of which the following is a transcript:

"I give to the Mayor, Aldermen, and Commonalty of the city of Buffalo, in the county of Erie, to be paid in two years after my decease with interest, \$40,000, \$10,000 of which to be appropriated to the purchase of a lot and building thereon (unless the city of Buffalo shall give a lot for that purpose) in which case the whole \$10,000 shall be expended on the building which is intended for a public library, and the remainder, \$30,000, to be invested forever, and its income to be used in the purchase of books, to be always kept open for the use of the public, and the books not to be lent out nor rented, and only used for reading in the building."

One provision of the bequest was that the city should appropriate a sufficient sum annually to pay the current expenses of the library, and under these conditions the city accepted the bequest and the fund was paid over in 1865. Suitable rooms were secured for the library in the Buffalo Savings Bank Building, and the library was gathered and opened to the public in 1870. The first board of trustees were O. H. Marshall, George R. Babcock, and Joseph G. Masten. The city appropriated four thousand dollars a year for the expenses. In the course of time a consider-



GROSVENOR LIBRARY



Y. M. C. A. BUILDING

able building fund was accumulated, and in 1891 the trustees took steps to erect the present beautiful and convenient library building at the corner of Franklin and Edward streets. The library contains upwards of seventy-five thousand volumes and seven thousand pamphlets for reference use, and in 1897 passed under control of the city.

Another important institution alluded to is the Young Men's Christian Association, which, while it had its inception as early as 1852, did not attain much success until 1868. At first it occupied quarters in the building of the Young Men's Association. In 1853 it moved into Odeon Hall, in which was held, in June, 1854, the first annual convention of the Young Men's Christian Association of the United States and British provinces. Kremlin Hall was taken in 1855, but the association became involved in financial embarrassment and was forced to sell much of its furniture and move into much less extensive quarters in the Arcade Building. September 8th, 1882, it purchased the property at the junction of Genesee, Pearl, and Mohawk streets. At the beginning of the present century the association purchased the property at the junction of Genesee, Franklin, and Mohawk streets, erecting thereon the second

finest Y. M. C. A. building in the world.

January 25th, 1865, the American Hotel on Main Street, between Eagle and Court streets, where the Adam, Meldrum & Anderson Company's store now stands, was burned to the ground, causing not only a large financial loss, but also the death of three prominent young men of the city, who died in the discharge of their duty. They were James H. Sidway, George H. Tift, and William H. Gillett.

At about this time the organization of so-called Fenians had assumed importance throughout the State, and Buffalo became the center of exciting and warlike scenes. In May, 1865, the Fenian soldiers began to arrive in the city, and in the early part of June ten thousand were quartered in this place. About midnight of May 31st, 1866, squads of the invaders marched through the streets towards Black Rock to a convenient point, whence they crossed to Canada on canal boats towed by tugs. The Federal authorities

adopted prompt measures to prevent the transportation of men and arms across the river. The steamer Michigan passed down the river, but too late to prevent the crossing. On June second General Grant arrived in the city and placed General William F. Berry in command of the frontier. A detachment of the regular army was ordered to Fort Porter from Sacketts Harbor to quell possible disturbances. An engagement between the Fenians and the Canadian militia was fought at Ridgeway, June second, which resulted in the defeat of the invaders. An attempt was made from Buffalo to reinforce General O'Neil, in command of the invaders, but the retreat had gone too far, and the reinforcements turned to



THE COUNTRY CLUB

assisting in the transportation of the defeated Fenians to Buffalo. This substantially ended the invasion, the agitation ceasing on the twelfth of June, and the Fenians returning to their homes.

A reorganization of the police force of the city of Buffalo was effected in 1866. The law authorized the creation of the Niagara Frontier Police District. The new organization was under the control of a board of commissioners, and consisted of a superintendent, captains, detectives, and patrolmen. After an existence of about five years this police system showed signs of weakness. A new law then cut off the outlying districts and created the Buffalo City Police Department.

During the winter of 1870-71 the citizens and officials took steps for providing a public building in Buffalo adequate to the needs of both the city and county. In 1871 the Legislature passed an act providing for the proposed building, and the Governor appointed a commission. Franklin Square was selected as the site, and in April, 1872, A. J. Warren was employed as architect, and his plans were accepted. In March, 1876, it was formally taken possession of by the judges, the bar, and county officials. The Common Council chamber was formally occupied in the afternoon of the same day, the address being delivered by Mayor Philip Becker.

April 14th, 1869, a law was passed under which, with its various amendments, the present grand park system of Buffalo has been created. Of recent years the park system has been much improved. New features that have become popular in cities of the old country as well as in the larger cities of the United States have been adopted. Wading pools, public playgrounds, the zoölogical and botanical exhibits, have been added, until Buffalo's system of parks has become a model for other cities.

Notwithstanding the financial depression in the period between 1870 and 1880, there was considerable railroad extension. This included the formation of The Buffalo & Jamestown Railroad Company, operating southward through the towns of West Seneca, Hamburg, Eden, North Collins, and Collins, and crossing Cattaraugus Creek at Gowanda.



CHAMBER OF COMMERCE

The road was sold under foreclosure in 1877, and today is controlled by the Erie Railroad.

The population of Buffalo in 1875 was 134,557; in 1880 it was 155,434. The tonnage of vessels arriving and clearing from the port of Buffalo in 1880 was 5,935,746 tons; in 1890 this had increased to 7,566,415, while in 1896 the figures had reached 11,304,607 tons, and for the year 1907 it had reached the enormous figure of 14,659,142 tons.

Sixty-four years have elapsed since the first records were made of the receipts of anthracite coal in Buffalo. In 1842 only 900 net tons were reported. In 1852, 23,000 net tons; in 1862, 132,500 net tons; in 1872, 521,000 net tons; in 1892, 4,840,700 net tons. Last year the figures were 9,000,000 net tons received by rail alone. The figures for the coal receipts by lake are not available.

By virtue of its situation, the early establishment of adequate stock yards, and its railroad facilities, Buffalo is one of the largest cattle markets in the world. In this there has been an enormous development



BEAR PIT, THE ZOO

in the past thirty years. The receipts of hogs, sheep, and cattle compare favorably with the largest similar markets in the United States, while Buffalo has become the greatest horse market in the world.

With the installation of unlimited electric power from Niagara Falls the city came into its own as a manufacturing center. Before that time it had never been such in a paramount degree, but with power offered at a lower price than can be obtained in any other State, vast industries were immediately attracted. This has resulted in two great steel industries locating tributary to the city. Innumerable smaller manufacturing establishments have been added year by year, until now Buffalo's industrial schedule tallies upwards of seven thousand wage-paying industrial institutions. The steel industry, which is fast becoming paramount in Buffalo, is more extensively described in another chapter.

With the advent of better times after the panic of 1873 there came a surprising movement in real estate and building. Business blocks of great cost were erected with surprising frequency, and the supply never seemed to surpass the demand. In the past twenty-five years such splendid structures as the Erie County Savings Bank, the Prudential Building, the Ellicott Square Building, the Chamber of Commerce, the Brisbane Building, the German Insurance Company, the Buffalo Library Building, the D. S. Morgan Building, the Mutual Life Building, the Statler Hotel, the Iroquois Hotel, the Buffalo Savings Bank, the Buffalo Evening News Building, the Fidelity Building, and many others have been added.

This remarkable activity in building stimulated real estate operation, and in Buffalo this activity extended principally toward what is known as the Elmwood section. It is doubtful if in any other city in the Union a more desirable residence section can be found



MUTUAL LIFE BUILDING



WADING POOL, HUMBOLDT PARK

than this same district. It has been built up with desirable homes - large, roomy structures of a pleasing style of architecture and with especial efforts to surround them with beautiful grounds and shrubbery. The real estate operations in other sections around Buffalo were numerous, and did not always work to the public welfare. There were false valuations, forced inflations, and illegitimate speculations which often worked to the disadvantage of home-builders, and for several years afterwards an unfavorable result was felt in the city's financial progress. However, real estate centrally located in the city and improved with business or residence buildings was hardly at all involved in these mere mushroom sections.



SPAULDING BUILDING

In 1893 there came a financial crash from which Buffalo suffered in common with other cities. It was not until the Spanish-American War that the city completely recovered from its depressing conditions—conditions that were largely due to the unfortunate speculations in real estate in the eighties and the early nineties. Since that time the operations in real estate have been conservative and to a great extent conducted by men who appreciated that real values and a stable business method constitute the only safe, permanent, and profitable system.

The Buffalo Real Estate Exchange was organized January 23d, 1885. It erected a home on Pearl Street in 1895-96 at a cost of four hundred and sixty thousand dollars. For years practically all the real estate business of the city was conducted from that center.

The immigration into the city and county has, of recent years, been of a widely diverse character. Today, while the English-speaking nationality predominates, there are very large German, Polish, and Italian elements of citizenship. The Polish colony is particularly progressive, has several churches and parochial schools, its own newspaper, and the social and musical societies of the "fatherland" have taken root and flourished in this their adopted home.

This large and varied population, and the fact that Buffalo is a great railroad center, contributed to swell the railroad men's strike in 1877. Here that movement found one of its most active centers. This trouble began in Martinsburg, West Virginia, and spread to the West, and before the night of the nineteenth of July, 1877, every employee in Chicago had quit work. In Pittsburg a mob took possession of the railroad property, and there and in Baltimore men were shot down in the streets. On the twentieth the strike

reached Hornellsville, and on the twenty-first of July affected freight transportation in this city.

The Seventy-fourth and Sixty-fifth regiments were placed on guard at depots, roundhouses, freight houses, and coal trestles. In the afternoon of the twenty-second the Lake Shore Railroad called for help at its roundhouse, and General Rogers, with a detachment of troops, responded. The soldiers were jeered at and greeted with a shower of stones. The General ordered his men to take aim,

whereupon the mob stampeded and the troops occupied the roundhouse. The night of the twenty-third the Westfield, New York company, which had been ordered to Buffalo, encountered the mob a short distance outside of the city, and in the trouble that followed several men were wounded. On the evening of the twenty-third matters assumed such a serious aspect that a public meeting was called, Mayor Becker presiding. The Common Council was called upon to increase the number of patrolmen to not more than one thousand. Two thousand citizens were enrolled for general duty. Company D of the City Guard tendered its services to the authorities, and on the twenty-fourth the augmented patrol service was ready for duty and supplied with ammunition. The mob of vandals turned their attention from the railroads to the leading manufactories of the city,



BUILDERS' EXCHANGE

which in several instances were closed under compulsion. The factory of John T. Noye & Son was attacked and the doors broken in, and a detail of police was compelled to charge the vandals. This substantially ended interference with business places. The destruction of railroad property in East Buffalo, which had been threatened, was prevented only by a close patrol and the presence of the militia. To the effective action of the police was due in a large measure the early extinction of the strike, which ended on the twenty-fifth.

Another important railroad strike took place in Buffalo in 1892. A disagreement over wages was the cause of this industrial rupture.

August thirteenth, the movement began against the Western New York & Pennsylvania Railroad. Eighteen freight cars, two passenger cars, and two flagmen's shanties were burned in the Lehigh Valley yards. Ten loaded cars were uncoupled on the Lehigh trestle and sent thundering down the trestle to collide with and wreck a locomotive and destroy the water tank. The Seventy-fourth and Sixty-fifth regiments were ordered out on the fifteenth, and within a few days the Governor had practically the whole militia force of the State on the scene. H. Walter Webb and other prominent railroad officials conducted the fight against the strikers from the Iroquois Hotel, and defeat was inevitable. On the twenty-fifth the switchmen's union gave up the fight, and the strike collapsed almost immediately.

A feature of modern progress of great importance to Buffalo is the abolition of grade crossings of railroads. The crossings commission was created in 1888, and the first board consisted of the following-named persons: Robert B. Adam, William J. Morgan, George Sandrock, Charles A. Sweet, Edward H. Butler, John B. Weber, Frederick Kendall, Solomon Schen, and James E. Numan. Augustus F. Schen, James Ryan, and Henry D. Kirkover were subsequently added to the commission. After discouraging negotiations, the commission was finally successful, and during the year 1896 contracts were signed by all the important railroads entering the city, and work began which is being continued at this writing. It is believed that event-

ually all city crossings will be made absolutely safe through the work of this commission.

The paving of Buffalo streets with asphalt composition was introduced in 1882. Since that time this smooth street surface has been extensively laid. At the present time there is three hundred and thirty-five miles of this pavement, making Buffalo the finest-paved city in the world.

On account of its hotel facilities and its desirable situation, Buffalo has come to be known as America's greatest convention city. The forerunner of thousands of conventions was the thirty-first annual encampment of the Grand Army of the Republic held August 23d to 28th, 1897, in this city. This first showed to the public how well fitted Buffalo is to handle great crowds. The military camp, which was a model in every respect, was established at the Front, and named in honor of Commander Jewett. President McKinley arrived on Tuesday afternoon, his headquarters being at the Niagara Hotel. The great parade of the G. A. R. took place on Wednesday, one of the most imposing and impressive spectacles of the kind ever witnessed. It was estimated that during the week there were two hundred thousand or more strangers in the city, and the great crowds were handled with dispatch, all being comfortably provided for, and even minor complaints were scarce.

During this convention of the G. A. R., Chapin Post, No. 2, the second Grand Army post in the United States, was conspicuous. In many respects it is the most notable G. A. R. post in existence, having several times been the banner post in point of numbers. It was named in honor of Edward Payson Chapin, who fell at the battle of Port Hudson, May 27th, 1863. Scarcely second in standing is the Bidwell-Wilkeson Post, No. 9, also one of the largest G. A. R. posts in the country. At the present time there are seven G. A. R. posts in Buffalo, totaling a membership of more than twelve hundred.

To Chapin Post, No. 2, and to Post-Commander John D. Leib, is due the credit of erecting the beautiful soldiers' monument in Forest Lawn and setting apart a burial plot for friendless and indigent veterans. The heroes of 1861-65 are still further honored by the magnificent soldiers' and sailors' monument long ago erected on Lafayette Square.

CHAPTER VI.

The Erie Canal. Its importance to the Buffalo of an early day. Government aid refused. State provides funds.—Work started. —Canal opening celebration. Dimensions of the original canal. Canal improvements. The canal's part in settling the great West. —Tolls abolished. The campaign instituted by *The Buffalo Evening News* results in a decision to enlarge the waterway to a thousand-ton barge canal size.

THE most important factor in the development of Buffalo has been the Erie Canal, which justifies a special chapter in this volume. The first person who definitely and publicly advocated the construction of a waterway from the Hudson River to Lake Erie was Jesse Hawley, a native of Connecticut, who published his ideas in an essay in *The Pittsburg Commonwealth*, signed "Hercules." So far as the public is concerned, therefore, Jesse Hawley is entitled to be called the originator of the Erie Canal, for the identity of "Hercules" has been determined to be Jesse Hawley.

Mr. Hawley supplemented this with a series of articles in *The Ontario Messenger*, a paper issued at Canandaigua, which brought the people of New York State to a realization of the benefits to be derived from such a waterway. Subsequently Mr. Hawley's plans were followed, all save his recommendation that the canal should be built by the United States, it being eventually built by the State of New York.

All efforts to obtain financial assistance from the general government failed, and in March, 1812, Dewitt Clinton and Gouverneur Morris, as commissioners, reported their failure, and recommended the construction of the canal by the State. The following June the Legislature authorized the borrowing of five million dollars with which to construct the canal; but the war with Great Britain stopped all such efforts, and in 1814 the law was repealed.

After the close of the war, Clinton, assisted by Jonas Platt and Thomas Eddy, again agitated the construction of the canal, and in April, 1816, the Legislature passed a law appointing a commission, naming Clinton as its president. On the fifteenth day of April, 1817, a law was finally passed authorizing the construction of the canal, and the following year the people of the State proved their anxiety for the project by electing Dewitt Clinton governor by an overwhelming majority.

The work was rapidly pushed, the middle section from Utica to Montezuma being completed in July, 1820. The part east of Utica was finished in October, 1823. The western section was begun later than the others, and extended from Montezuma westward to what was then an indefinite terminal. The contestants for the terminal were the rival

villages of Buffalo and Black Rock, and a vigorous war was waged in behalf of their respective claims.

At this time Governor Clinton's term of office had expired, and he was again chairman of the board of canal commissioners. He and his associates finally decided in favor of Buffalo.

The first work done on the canal in Erie County was at Tonawanda—or, rather, where Tonawanda now stands, for that city has been entirely an outgrowth of the canal.

On the ninth day of August, 1823, the work of actual canal digging in Erie County was formally opened, ground being broken near the Commercial Street bridge in Buffalo. The people turned out *en masse* to celebrate the event. So zealously was the work pushed forward that in September, 1825, all was completed except where the canal cut through the mountain ridge at the village of Lockport.

Anticipating the opening of the canal on October twenty-sixth, a grand celebration was resolved upon. Committees were appointed in every city and village along the canal, and the State itself took an active part. In the evening of October twenty-fourth the filling of the Lake Erie level was begun, and in twenty-four hours the whole canal was ready for use. On the evening of October 25th, 1825, Governor Clinton and other distinguished gentlemen arrived in Buffalo, where everything was ready for the grand ovation on the following day. The morning was ushered in by a military salute. At nine o'clock the procession moved from the park down Main Street, headed by a band of music and Captain Rathbun's rifle company at its head, followed by a body of canal diggers with spades, and sailors, soldiers, mechanics, militia officers and men, with Governor Clinton bringing up the rear. The procession marched to the canal basin, where the distinguished gentlemen boarded the canal boat *Seneca Chief*. Jesse Hawley, the originator of the canal plan, made a brief speech, which was replied to by Judge Oliver Forward on the part of the Buffalo committee.

At ten o'clock the attached horse-power was put in motion and the *Seneca Chief* set out on its journey to the Hudson amid the cheers of the assembled people. Cannon were stationed at convenient intervals along the canal, which, one after another, repeated the shots, and thus the news

of the departure of the Seneca Chief was carried to Albany. The procession then returned to the courthouse, where an eloquent oration on the benefits to be derived from the canal was delivered by Sheldon Smith, a prominent lawyer of that day. Then followed public dinners at Rathbun's Eagle Hotel and Landon's Mansion House, the festivities of the occasion closing with a grand ball at the former place.

A committee of Buffalonians headed by Judge Samuel Wilkeson went through by canal and river to New York, where they obtained a keg of ocean water, which they brought back to Buffalo. This was taken on board a vessel and carried a short distance out on the lake by the committee, accompanied by many prominent citizens. Then, after the inevitable speech-making, the water of the Atlantic was mingled with that of Lake Erie.

At the time, the Erie Canal was the longest artificial waterway in the world, except one in China. As then constructed it was three hundred and sixty-three miles long, forty feet wide at the surface and twenty-eight feet at the bottom, with only four feet depth of water. It had eighty-three locks and a total amount of lockage of six hundred and fifty-five feet. The water fell to the east in all of the locks except for twenty-seven miles in the vicinity of Syracuse, where it fell forty-six feet to the westward, leaving the actual descent from Buffalo to Albany five hundred and sixty-three feet.

The largest boats then used were of seventy-six tons burden, and with an average of seventy tons. The original canal cost \$7,600,000.

All know how largely the Erie Canal aided in the development not only of the Empire State but of the whole Northwest, which found a better outlet for its surplus of products than offered by any other route. Buffalo, being at the transfer point from lake to canal, increased in population and wealth with greater rapidity than any other community in the country at the time. Every city and village along the line benefited to a considerable degree as well.

In 1835 the traffic had become so great that the Legislature authorized improvements that would treble the capacity of the canal. The panic of 1837, however, seriously injured the financial ability of the State, and the work ceased when the Democratic Party came into power in 1843. When the Whigs returned to power, a little later, they sought to continue the enlargement, but a bill passed by the Legislature in 1846, forbidding the State to incur a single debt of more than a million dollars, prevented this. But the people were as determined to have the canal enlarged as they originally had been to have it constructed, and an amendment permitting an increase of debt was adopted by a

large majority. It was not until 1862, however, that the enlargement was completed.

By cutting off some needless portions the length was decreased to three hundred and fifty and one half miles. The width of the surface along most of its length was seventy feet and of the bottom fifty-six feet, and the depth of water seven feet. The capacity of the boats increased in corresponding ratio, the average burden becoming two hundred and ten tons and the maximum burden two hundred and forty tons. The number of locks was also increased. The enlargement had been far more expensive than the original canal, so that down to 1866 the construction, enlargement, and improvement of the Erie and Champlain canals had cost not less than \$46,018,234. The maintenance had cost \$12,900,333, making the total expense of these canals \$58,918,567. On the other hand, the receipts for tolls on the



SCENE ON TOWPATH, ERIE CANAL

Erie and Champlain canals had amounted to \$81,057,168, leaving a balance in favor of these canals of \$22,138,601. But the canal system had reached its climax at that period. As early as 1867 the sale of all canals to private parties was agitated. At that period the railroads steadily began to draw the business, and though canal tolls were made as low as possible, it at length became evident that this could no longer be done, and that the canals must be made free of tolls or give up entirely.

In 1882, when the question was finally submitted to the people, they voted by a large majority that the canals should be relieved of all tolls and maintained at the expense of the State. This measure has already resulted in a considerable accession to the business of the canals, and for a time it was believed that they would be formidable competitors of the railroads. With increased railroad facilities and lowering of railroad carrying rates, due to competition, the canal

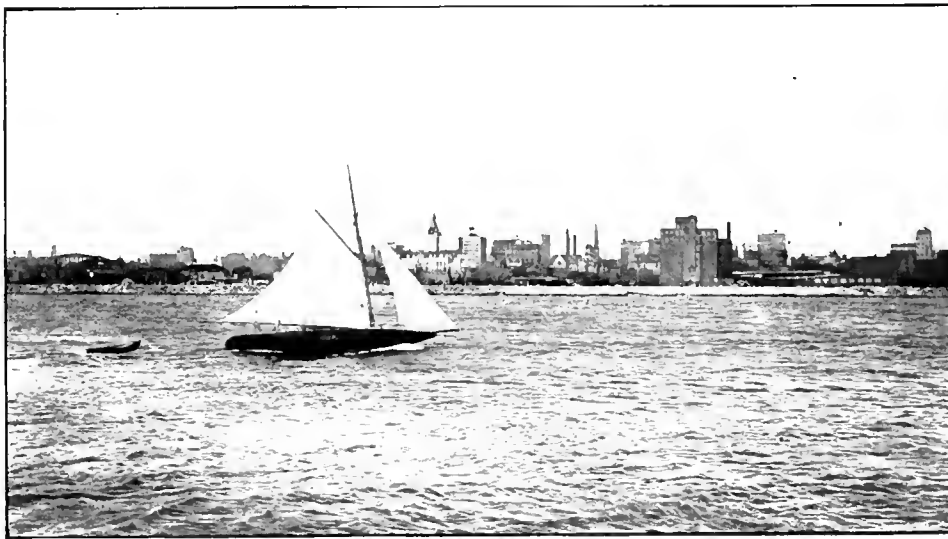
greatly lost its prestige and it could readily be seen that unless the waterway was still further enlarged its volume of business would soon become insignificant.

This obvious fact has prompted in the past few years what is undoubtedly the greatest enterprise ever undertaken in the State, the enlargement of the Erie Canal to what is called the thousand-ton barge canal size. The plan, adopted by the people after a struggle lasting from July, 1902, until the election in November, 1903, is to spend not more than \$101,000,000 to enlarge the Erie Canal, the Champlain Canal, and the Oswego Canal from the present depth of seven feet to a depth of twelve feet, with width and locks proportioned to that size of prism that will carry a boat capable of moving not less than one thousand tons of freight in a single cargo.

In the session of the Legislature in April, 1902, a proposition to spend \$34,800,000 on canal enlargement was voted down after prolonged debate, and that was supposed to have ended the agitation, for a definite time, over canal enlargement. At the beginning of August the same year *The Buffalo Evening News* took up the question, demanding that the Republican State Convention put a thousand-ton barge canal plank in their platform, warning the Republican Party that if that were not done the Democrats would

adopt such a plank and would have practically the solid vote of Erie County, which is large enough when voted unitedly to control the election in the State.

Following the proposition of the *News* a bitter debate sprang up, which was conducted by the *News*, on the affirmative, until the State conventions of both parties met, when the Republican Party having adopted that plank, the Democrats felt compelled to do so; and so the proposition came before the people with the sanction of both party conventions. The following winter there was a still harder struggle in the Legislature to get a bill through authorizing the expenditure of the money at the rate proposed. That was carried finally, and the bill made conditional upon approval of the people at the polls in November. During the long discussion between the adjournment of the Legislature and election day the *News* was foremost in the discussion in favor of the canal and bore for a long time the full brunt of the affirmative. It was not until that summer that the New York newspapers fell into line in favor of it, and the New York political organizations, without respect to party, also adopted it. The result was that the proposition was carried at the polls by about two hundred and forty-five thousand majority in November, 1903, and the new measure became a law.



A VIEW FROM THE WATER FRONT

CHAPTER VII.

Financial depression.—War with Spain.—Departure of the Fort Porter garrison.—Its part in the battle of San Juan.—Sixty-fifth Regiment called out for war service.—Their departure.—Encamped in Virginia.—Losses.—Formation of the Two Hundred and Second Regiment.—Return of the Thirteenth United States Regulars and the Sixty-fifth Regiment.—Their reception.—Departure of the Thirteenth for service in the Philippine Islands.

IN the nineties Buffalo's attention was about evenly divided between measures to relieve the financial depression which then overspread the whole country, and the possibility of war with Spain for the independence of Cuba. In the late nineties this latter completely overshadowed the former consideration, and, when William McKinley, then President of the United States, following the declaration of war with Spain, called for volunteers for service in Cuba he found no more ready response from any city in the nation than from the city of Buffalo.

The patriotism that had made soldiers of the city's fathers more than thirty years before surged through the breasts of the sons, and scarcely had the ink dried on President McKinley's call when the citizen soldiery of Buffalo raised their colors and stood ready to march.

At Fort Porter, where a detachment of the Thirteenth United States Regulars garrisoned the post, there was unusual activity and the inevitable preparations for war. The presence of this regiment at Buffalo at the outbreak of the Spanish-American War, its stirring passage through our streets to the station, its departure from here, its glorious record on the field of battle, and its many associations and ties here created a local interest in the command that continues to this day; and even now, no matter what part of the world sees the regiment's service, it is still known as "Buffalo's Own Regiment."

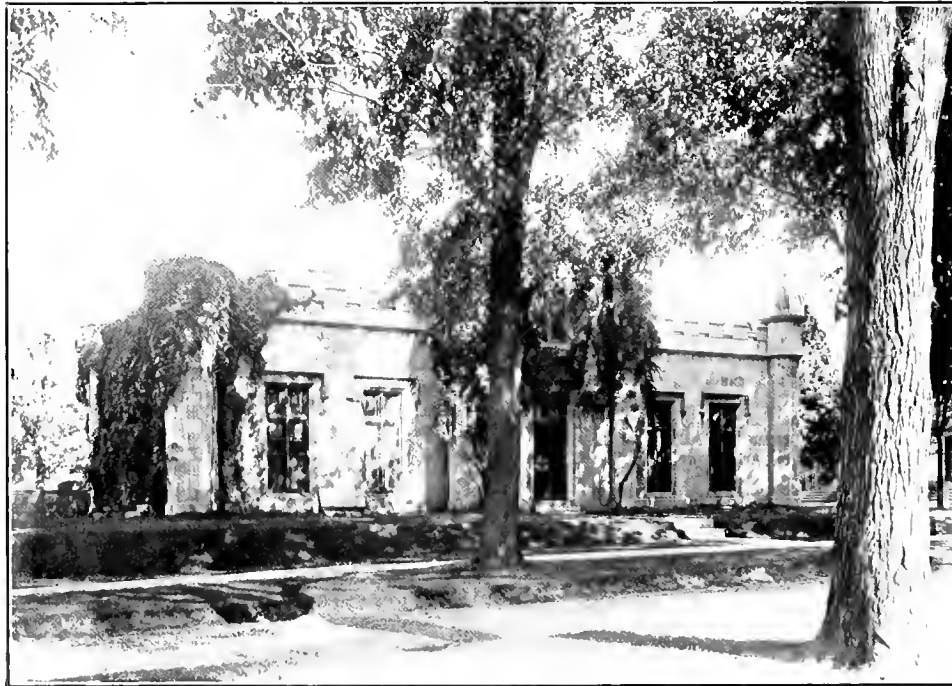
This regiment was organized in 1861, being recruited from Iowa, Ohio, and Michigan. It had for its first commander Colonel, later General, W. T. Sherman, with Lieutenant-Colonel Sidney Burbank. General Sheridan was at one time a captain on its rolls. The regiment is on record as having been "first at Vicksburg," and one of its priceless trophies commemorates that event.

It came to Buffalo October 9th, 1894, from the West. Company E was stationed at Fort Niagara; Companies B, D, and F, at Governor's Island, New York Harbor, and Companies A, C, G, and H, comprising the first battalion, at Fort Porter. At the outbreak of the Spanish War, it was in command of Colonel Alfred T. Smith, with Lieutenant-Colonel William S. Worth second in command.

Shortly after the beginning of hostilities, in April, 1898, the Thirteenth was ordered to report at Tampa, Florida, to form part of the Third Brigade, together with the Ninth and Twenty-fourth regiments. Colonel Smith was ordered to remain

at Tampa, on account of ill health and disability, and the regiment then proceeded to Cuba under command of Lieutenant-Colonel Worth.

The regiments composing the Third Brigade were in the fore during the many little skirmishes that preceded the heavy fighting of the first week of July, before Santiago, and the Thirteenth took a prominent part in them. But it was in the memorable climb up San Juan Hill on July third



THE CASTLE AT FORT PORTER, THE FRONT



CENTRAL HIGH SCHOOL

that this command won its laurels. The Third Brigade suffered heavily in this engagement, General Wikoff, commanding, being killed. Captain James Farnace, of Company F; Second Lieutenant William Sater, Company A; and a number of enlisted men were killed at the very outset. Lieutenant-Colonel Worth, Major P. H. Ellis, Captain John B. Guthrie, Company A; Captain J. B. Goe, Company G; Captain H. G. Cavanaugh, Company E; Lieutenant A. E. Scott, Company C; and many men were wounded, some seriously. Major Auman commanded the Thirteenth during the battle of San Juan, following the wounding of Colonel Worth. As a result of the Thirteenth's part in that action some of its officers were reported for gallantry, including the following: Lieutenant, afterwards Captain, A. B. Scott, Lieutenant N. R. Sample, Lieutenant M. A. Saffold, Lieutenant A. L. Threekeld, Lieutenant T. M. Anderson. Lieutenant Anderson was said to have been the first officer to reach the crest of the hill, and he it was who led the squad of men from the Thirteenth who took the blockhouse, tore down the Spanish flag, and made prisoners of the Spaniards defending it. The Thirteenth suffered heavily in this engagement, practically all of its officers being either killed or wounded.

The regiment remained in camp near Santiago until, about the first of September, orders were received for the regiments composing the Third Brigade to return home. All of the wounded who were in a condition to be removed had been sent home previously, so that it was but a small remnant of the regiment that had left here that returned to Buffalo. The First Battalion only returned

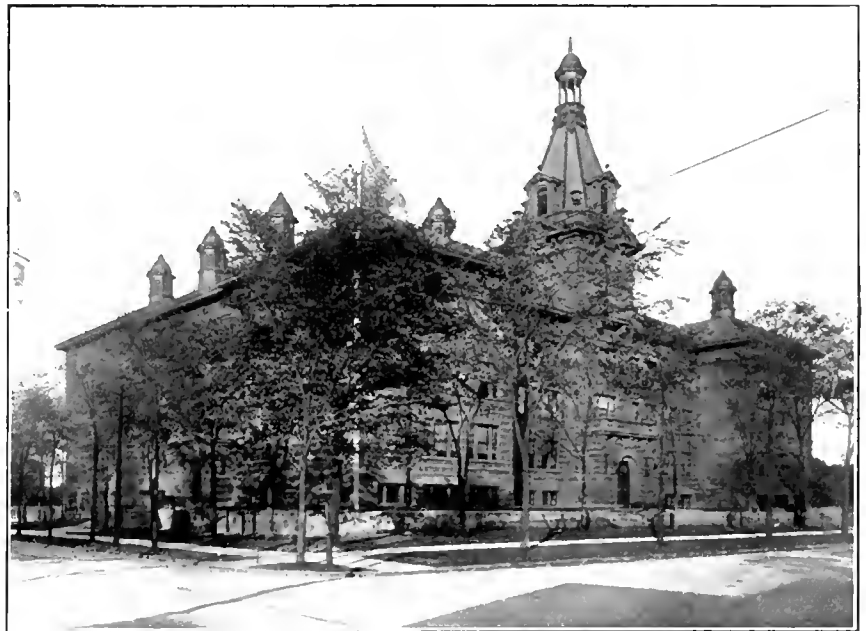
to this city, the other four companies of the Second Battalion being sent to their respective posts at Governor's Island and Fort Niagara.

September 15th, 1898, was a great day in Buffalo's history. Although the Thirteenth was a regiment of the regular army, and as such attached to no particular post for any considerable length of time, the people of Buffalo had come to think of it only as a Buffalo regiment. When it left here for Cuba there were a large number of Buffalonians in its ranks, and this number was greatly augmented later.

When the one hundred and seventy-seven men, all who remained able to parade, detained at the Exchange Street station of the New York Central Railroad, upwards of one hundred thousand people thronged the streets along which they were to march. The hotels were filled with those who had come in from the surrounding towns and cities. The Thirteenth was escorted through Main and Chippewa streets, Delaware Avenue, North Street, and Porter Avenue by General P.

C. Doyle, commanding the Fourth Brigade, N. G. S. N. Y., with his staff, the Sixty-fifth and Seventy-fourth regiments, of this city, and Colonel Green and staff of the Ninth Regiment, U. S. A.

The line of march was through cheering thousands. Every able-bodied man, woman, or child had turned out to do homage to "our Thirteenth." The buildings all along the line of march had been decorated. The bronzed, weather-beaten soldiers, marching solemnly along, looking neither to right nor left save at the command of their officers, were showered with flowers from balconies and window seats. Old residents say that the ovation tendered the Thirteenth



LAFAYETTE HIGH SCHOOL

paralleled that given to the returning Buffalo regiments after the Civil War. A reviewing stand had been erected at Lafayette Square, on which were the Mayor and all the public officials of Buffalo.

Two flags were presented to the regiment by the citizens of Buffalo, to say nothing of those given by individual organizations, churches, and the like. A beautiful loving cup was given by the Saturn Club, and a movement was set on foot by the citizens of Buffalo towards the erection of some suitable memorial to the men of this regiment who lost their lives at Santiago.

Hardly had the regiment settled down to the old life at the post when orders were received ordering them to proceed to Manila to help in suppressing the insurrection in the Philippines. The battalion in this city had been reduced to somewhat less than the peace footing, and it was found that a great many recruits would be needed. Immediately



MASTEN PARK HIGH SCHOOL

recruits began pouring in each day, and in a remarkably short time the war footing had been established. When the united regiment left Buffalo April 30th, 1899, there were in its ranks thirteen hundred and forty-four men, with a band of twenty-eight pieces, the largest regiment ever seen in this city. And of this number it is said that over two thirds had been recruited from Buffalo and immediate vicinity. Several of the officers were Buffalo men, and during the time that the Thirteenth had been stationed in this city—four years—it had become so identified with Buffalo that it was felt on both sides that the regiment belonged to this city. But the War Department discourages feeling of this sort, and when the Thirteenth went to Manila on that day in April, following the impressive unveiling of the memorial boulder at the Front, it left not to return up until this time. The regiment received almost as great an ovation on its departure as when it returned from Cuba. Although the regiment, as a whole,

never returned to this city, a number of the officers and men, on their retirement, or when their enlistments expired, came back to Buffalo, these including Colonel Alfred T. Smith, who died here.

The part played in the war by Buffalo's citizen soldiery was no small one, although they were not engaged in active battles. The outbreak of the war naturally brought the question to the minds of the people of the city as to whether either the Sixty-fifth or the Seventy-fourth would be called upon for service.

On Friday, March twenty-fifth, the following message was received from the Adjutant-General by General Peter C. Doyle, commanding the Fourth Brigade of the national guard: "Hold your officers within call. Allow none to absent himself without leave from these headquarters." On Monday, April eighteenth, General Doyle received another message from the Adjutant-General, asking his opinion as to the number of men who would volunteer to go into the United States service, under their own officers, for a period of two years, to serve wherever the President might direct. On April twenty-sixth, Colonel Welch assembled his regiment, and it was found that ninety-one per cent of the men would volunteer under this arrangement.

A similar canvas of the Seventy-fourth brought out an average of about seventy-five per cent of the men; but, as a whole, this regiment was fully as anxious to go out as the Sixty-fifth, and, when the general orders were received a short time later, and the Seventy-fourth was directed to stay at home, there was much disappointment among the members. An effort was made to have the Seventy-fourth represented by the field and staff officers and one battalion, in the provisional regiment (composed of the separate companies) in the Fourth Brigade. General Roe would not consent to this arrangement, but ordered the Seventy-fourth as a regiment to stay at home. "The Governor especially desires to leave complete organizations behind," he wrote. "The duty of those remaining is honorable and important, and organizations will keep their strength for immediate duty, and to answer the second call, when made."

Enlisted men of organizations not going out could be transferred to regiments ordered out, and, as a result, a large number of members of the Seventy-fourth went over to the Sixty-fifth Regiment in time to muster in.

The Sixty-fifth was ordered to report to Major-General Roe at Camp Black, Hempstead Plains, Long Island. They left Buffalo on the first of May, 1898, and arrived at the camp on the following day, being quartered there until the nineteenth of the same month, when orders were received commanding them to report at Camp Alger, Fairfax County, Virginia, about seventeen miles from Washington. The regiment had mustered on the seventeenth, and two days

afterward left for the Southern camp. Arriving at Camp Alger, the Sixty-fifth settled down to remain there until the close of the war, when they were mustered out of the service in the first week of September.

Early in June, soon after the regiment had arrived at Camp Alger, the order was issued to increase the strength of the different regiments. A recruiting party, sent to Buffalo, added about three hundred men to the roster, some of whom were members of the Seventy-fourth. This added about twenty-five men to each company, and brought the full strength of the regiment up to thirteen hundred and thirty men, the war footing. The Thirteenth Separate Company, of Jamestown, had been added to the Sixty-fifth, under the name of Company E, and three new companies had been formed, previously known as K, L, and M companies. At the close of the service the three extra companies were disbanded, and the Thirteenth Separate Company resumed its former standing.

While officially known, during the war, as the One Hundred and Sixty-fifth New York Volunteer Infantry, the regiment was generally known under the name of the Sixty-fifth Regiment, N. Y. V. I. When formally mustered out, resuming the title of Sixty-fifth Regiment, N. G. S. N. Y., it also went back to the national guard standing in numbers.

The regiment returned to Buffalo on September 5th, 1898, receiving a great welcome from the citizens of Buffalo. Eleven hundred and two out of the original number returned to march through the streets of the city. Although the regiment had seen no active service, it had suffered heavily through sickness, disease, and accident. In all, two officers and twenty enlisted men were lost through sickness at the camp itself or later at their homes, where the maladies pursued them.

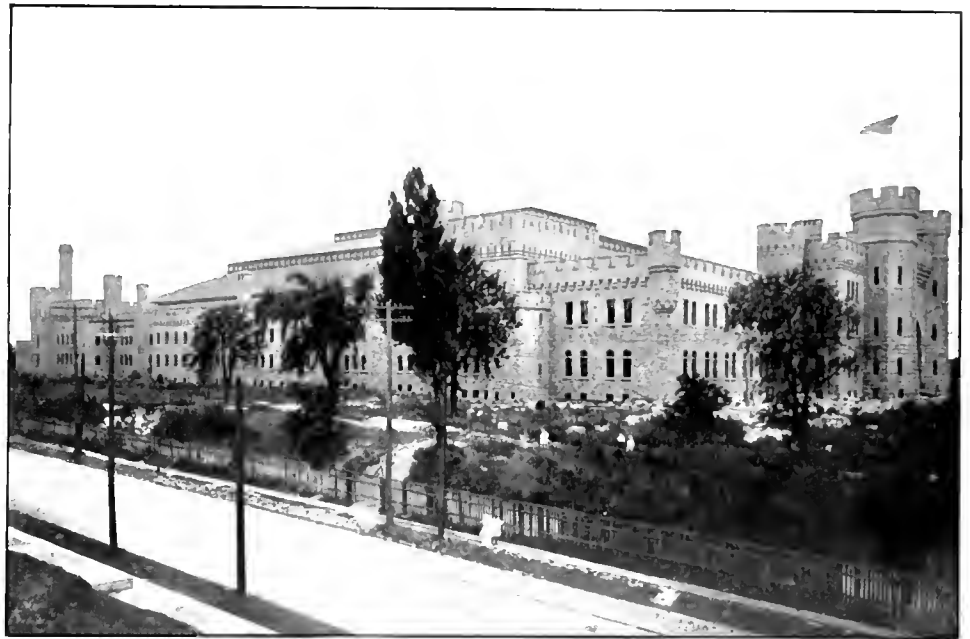
The officers were Captain Guilford Reed Wilson, regimental quartermaster, and Second Lieutenant Samuel M. Porter, of Jamestown. The other dead were: Corporal Charles Ranche, Corporal Frank Kaznowski; Privates Earl Carter, John A. Cantlin, William Elberfeld, Harrison C. Farr, Fred V. Hack, Herbert Hodgson, William McLeod, George Purucker, L. O. Taylor, Nathaniel H. Warner, George Duncan, Harvey E. Dingley, Louis Ernst, Stephen V. Heffner, John Hurley, Charles Oelz, Nicholas R. Raild, Henning D. Turnell.

Through the efforts of the officers and members of the regiment, and the citizens of Buffalo, a memorial to the deceased soldiers of the Sixty-fifth was placed in the drill hall of the regimental arsenal, being unveiled by Governor Theodore Roosevelt on February 22d, 1900.

Efforts had been made from time to time to have the

Seventy-fourth Regiment called out for service, but without avail. It was deemed necessary for somebody to remain in the State, and as the Seventy-fourth was the only one remaining in the western portion, this unpleasant duty devolved upon them.

Then orders came from the Adjutant-General's office to form three regiments of volunteers in the State, and Colonel Fox, commanding the Seventy-fourth, was ordered to name three captains, three first lieutenants, three second lieutenants, and one major for the Two Hundred and Second Regiment, to be recruited in this city. Colonel Stephen Y. Seyburn, captain of Company E, Tenth United States Infantry, in the regular army, was placed in command of the new regiment. Francis G. Ward, formerly lieutenant-colonel in the Seventy-fourth Regiment, was named second in command. Major Frank E. Wood, a graduate of West Point, and at different times holding rank in the Sixty-fifth



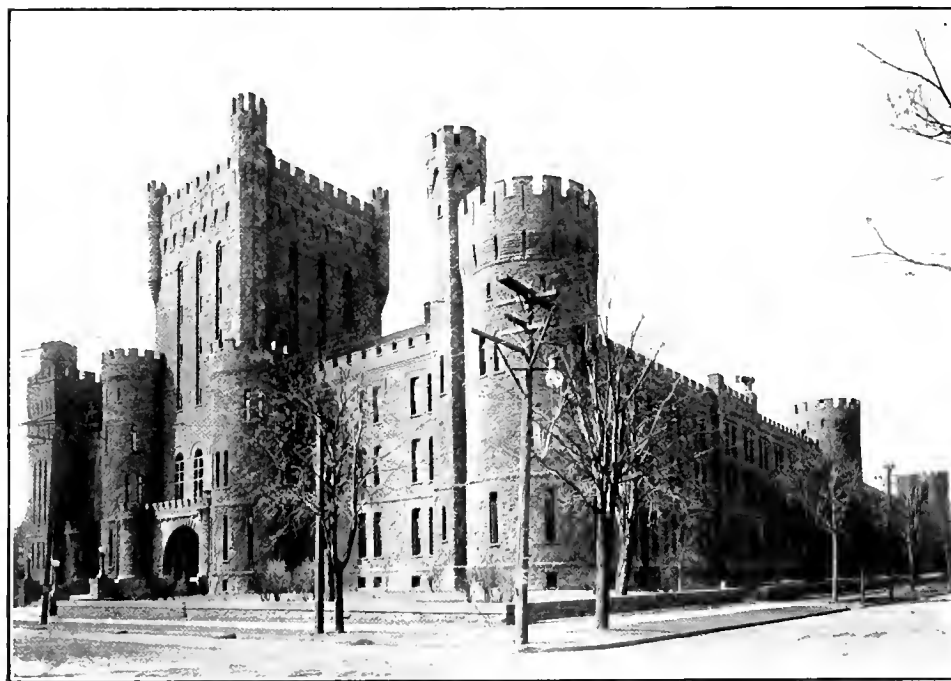
SIXTY-FIFTH REGIMENT ARMORY, N. G. S. N. Y.

and Seventy-Fourth, and at that time a major in the latter regiment, together with Major Albert J. Myer, another West Pointer, and at that time holding rank in the Sixty-fifth Regiment, were placed in command of battalions in the Two Hundred and Second. Captains W. G. Smith, Frederick Smith, F. S. Sidway, and A. R. Robertson; first lieutenants Howard L. Beck, Elmer E. Studley, and John R. Robertson; and second lieutenants Frederick T. Peitch, Thomas E. Boyd, and Bert C. Fox, all of the Seventy-fourth, were assigned commissions in the new regiment. A few of the officers of the Sixty-fifth who had been left behind for various reasons also joined the Two Hundred and Second, but the regiment was mostly recruited from the Seventy-fourth and from individual volunteers in and about Buffalo. Although the regiment was enrolled from this city, companies were formed in Rochester, Utica, New York City, and towns of western New York.

The Two Hundred and Second was mustered in on July 19th, 1898, at the old Sixty-fifth Regiment arsenal, and was immediately ordered to Camp Black at Hempstead Plains, Long Island. After remaining there for a short time was transferred to Camp Meade, in Pennsylvania. It was ordered to Athens, Georgia, on November sixteenth, and on December fifth left Savannah, Georgia, for Cuba, together with the Fifteenth Pennsylvania and the Third New York, to do garrison duty on the island. The Two Hundred and Second landed at Havana, Cuba, on December twelfth, and was the first body of United States soldiery to enter that city. One thousand strong the regiment marched through the streets and entrained for the province

of Pinar del Rio. Although there was no demonstration in Havana, along the route to its post the Two Hundred and Second met with flattering receptions on every hand.

The regiment took up guard duty in Guanajay, Pinar del Rio, and remained there until March. The regiment suffered comparatively little from the southern climate, and when, in March of 1899, the order came to return to the United States, the members of the regiment were in prime condition. They were mustered out at Savannah, Georgia, on April fifteenth, and returned to Buffalo in small parties, thus precluding all possibilities of the warm reception which their relatives and the people of Buffalo were arranging.



SEVENTY-FOURTH REGIMENT ARMORY N. Y. C.

CHAPTER VIII.

The Pan-American Exposition. Its inception. Directorate. Mayor Diehl's appeal. The people's hearty response. The exposition's cost and return. Its value to Buffalo from a commercial viewpoint.—Description. —Special days at the exposition.

REPLETE as is the history of Buffalo with great accomplishments in peace and war, the city's crowning glory came in 1901, when the Pan-American Exposition, the exposition of all the Americas, was created through the genius and liberality of Buffalo people and offered to the world. It was an offering that has never, before or since, been equaled in grandeur or surpassed in instructive features. In time to come, when the projected Pan-American Railroad shall have united the North and South Americas in a commercial way and we shall have benefited by their trade and they by ours, when the peoples of these two great extremities of the Western Hemisphere shall be brought together by the mutual understanding that in this union there shall be the strength of the greatest coalition on earth, then only will the Pan-American Exposition have completed its mission and its full value be appraised. Meanwhile the city is still enjoying, and will continue to enjoy, the minor benefits it brought to our doors, the industries it attracted, the men of wealth who first saw the glories of the city and its business possibilities through the glory the exposition reflected.

The Pan-American Exposition, or exposition for all the Americas, which opened its gates to the world May 1st, 1901, and closed on November first of the same year was, the result of an idea that really had its birth in 1889, simultaneous with the inception of the Bureau of American Republics, which was the outgrowth of the International American Conference held in Washington in that year. The idea was only vague, however, and a committee, sent on a tour of the United States to select a site for an industrial and educational exposition, never made a favorable report, and the idea was permitted to lapse.

We next hear the idea brought up at a "Buffalo Day" banquet held at the Cotton States and International Exposition held in Atlanta, in 1895, and attended by some of the foremost business men of Buffalo, who, with the Atlanta Exposition before their eyes to facilitate comparison and suggest possibilities, came home thoroughly imbued with the idea that Buffalo's next public venture should be a great exposition created solely for the Americas.

Here in the city the people generally favored some site along the Niagara, in the belief that the proximity of the river would greatly enhance the beauty of the general exposition scheme. The Pan-American Exposition Company was formed, and a site on Cayuga Island was selected, a site

subsequently abandoned for many good reasons. Then followed a relaxation of interest in the project, only to be renewed later with greater force than ever. Immediately great interest was shown by the Latin American countries, the great manufacturers throughout the United States, and the Government. Conrad Diehl, then mayor of the city, appealed to the city's public spirit, to rich and poor and the young and old, with the result that every active person in Buffalo suddenly became a committee of one impressed with the sole idea that the success of the exposition depended solely on his or her efforts. It is doubtful if ever a great enterprise of its kind was so generally supported by all classes.

Mayor Diehl's appeal resulted in the popular subscription of an enormous sum—\$1,500,000, to be exact—and represented eleven thousand individual stockholders. With this sum on hand, the projectors were justified in going on with the work, and accordingly a site was chosen, north of Delaware Park, on land known as the Rumsey property, and a part of Delaware Park itself was set aside by the city for exposition uses.

By spring, 1900, the plans and work were well in hand and the "Pan-American idea," as it was known locally, was proceeding to a glorious finish. The exposition had an authorized capital of \$2,500,000, with a bond issue of the same amount, a generous supply of funds for the great work ahead. This amount did not include the amounts appropriated by the different States of the Union or by the republics of South America, all of which gave large sums for their own buildings and the installation of their own national exhibits.

The officers of the exposition were: director general, William I. Buchanan; president, John G. Milburn; secretary, Edwin Fleming; treasurer, George L. Williams; directors, Frank B. Baird, George K. Birge, Herbert P. Bissell, George Bleistein, John M. Brinker, Conrad Diehl, W. Caryl Ely, H. Montgomery Gerrans, Charles W. Goodyear, Harry Hamlin, William Hengerer, Charles R. Huntley, William H. Hotchkiss, Joseph T. Jones, F. C. M. Lantz, John G. Milburn, E. G. S. Miller, Henry J. Pierce, John N. Scatcherd, Robert F. Schelling, Carleton Sprague, Major Thomas W. Symons, George Urban, Junior, and George L. Williams.

The report and recapitulation of the director general, William I. Buchanan, issued May 22d, 1902, shows that the exposition had total resources of \$1,724,770 in stock

subscriptions. There was an issue of \$2,500,000 in first mortgage bonds and another issue of \$500,000 in second mortgage bonds. The expense of opening the exposition was \$5,213,363.23, the expense of its operation \$1,383,650.00 and the expense of closing the doors \$200,000, the entire expense totaling \$6,797,013.23. This left an approximate balance of \$400,000.

The value of the enterprise to Buffalo cannot be, and it was never anticipated would be, reckoned in dollars and cents, but it is estimated that it brought \$50,000,000 into the city. Great expositions of its kind seldom return any real money profit, and all the more credit is due the people of the city for advancing the money with this knowledge at hand. The real profit came in the increased industries, the greatly augmented volume of products, the increase in the value of

encompassed the entire grounds save on the side bounded by Park Lake, where beautiful water effects made one of the show places of the exposition.

The general plan of the grounds has been compared to an inverted "T," of which the cross line was the famous Esplanade, with the stem extending to the Propylæum, the massive and decorative structure built to screen the railroad and trolley stations from the exposition proper.

Surrounding the Esplanade the principal buildings were grouped with a special view to court settings. These courts covered about thirty-five acres, thus allowing unusually large space for the convenience and accommodation of the public and also permitting of a most delightful arrangement of fountain, cascade, and electrical effects, greater, probably, than had ever been attempted before that time.

The style of architecture throughout the exposition plan was a fine treatment of the Spanish Renaissance, a distinct compliment to the Latin-American countries which participated so liberally, and assisted so materially, in the success of the enterprise. Column and entablature were used for decorative, rather than for architectural, effect, and the exterior of every building presented a richness of design by the generous use of colonnades, balconies, loggias, towers, and minarets, all commanding fine views of the grounds.

All the finer details of the decorative plan were worked out by Karl Bitter, the eminent sculptor, who had also supervised much of the work at the World's Fair in Chicago in 1893. Heroic original sculptured groups, created by the leading American artists, guarded entrances to bridges and buildings, lacking only life to complete the ideality of their purpose.

A distinct improvement on all previous expositions was the grand color scheme. Instead of the glaring white which made sight-seeing so arduous at the World's Fair and succeeding expositions, there was color, and color on color, used freely to charm the eye and make sight-seeing a genuine pleasure, rather than a hardship. Both inside and outside the mural painters worked wonders with the buildings. Beginning with the faintest shades in the buildings at the edge of the grounds, the color became stronger and stronger as one approached the center of the exposition, the whole culminating in a veritable riot of color spread over the Electric Tower, which was the crowning architectural effect of the entire group. The color was used under the supervision of Mr. C. Y. Turner, of New York, and Miss Adelaide Thorpe, whose designs, historical, symbolical, or faithfully descriptive of contemporary life, supplemented the other glories.



Photo by C. D. Arnold.

VIEW FROM THE ETHNOLOGY BUILDING

real estate, and, greatest of all, the favorable impression the hundreds of thousands of people gained of our city from seeing it in its holiday attire. The press of the whole world united in the one opinion that, in beauty, the exposition surpassed all predecessors and in its educational and instructive features was as great as the human mind could encompass in the six months it continued.

The grounds selected were, of course, not large enough to permit of any such extension as that of the World's Fair in Chicago, which, by common consent, is the standard by which all such enterprises are measured. Nevertheless, with the space available, the results were far more satisfactory, and most beautiful effects were attained.

The Rumsey site covered three hundred and fifty acres of land, including the portion of Delaware Park given by the city for the exposition's uses. A solid wall of foliage

The largest architectural synthesis of the exposition surrounded the Court of Fountains. There were grouped, on the east and west, the Manufactures and Liberal Arts, and the Machinery and Transportation buildings, with the Agriculture and Electricity buildings opposite, while between the Court and the Plaza was the Electric Tower, rising to a height of four hundred and nine feet.

At the base of the tower two colonnades, seventy-five feet high, swept to the southward and formed a semicircular space opening toward the Court of Fountains, and on the top of the whole structure, more than four hundred feet above the crowds, was the Goddess of Light, poised, overlooking and dominating the entire exposition.

In front of the tower was the Aquatic Basin, a stretch of water two acres in area. This was especially treated by the landscape workers, and beautiful designs were worked out in the water jets; and at night, with the electric rays playing upon them, the effect was beautiful. Indeed, many thought the exposition more beautiful by night than by day. With the great supply of electrical power which Buffalo has for many years enjoyed, the possibilities were greater probably, than in any other city of the world. Things never before attempted with electrical power were attained. One distinct feature was the outlining of all the exposition buildings in incandescent lights. With the coming of dusk and the gradual lighting of these hundreds of thousands of lights the effect was most charming and surpassed anything attempted before or since. The Pan-American will be best remembered by many through their recollections of this wonderful electrical display.

To the east of the Electric Tower was the Stadium, a great open theater seating twelve thousand people, where throughout the exposition, the world's best athletes competed for international honors and many military organizations from all parts of the world performed their maneuvers.

On the west of the grounds, and crossing the main entrance to the grounds from Elmwood Avenue, was the Midway, lined with a superior lot of amusement concessions — amusements of a higher grade, it is said, than any exposition had ever offered until that time. These included the Streets of Mexico, House Upside Down, Old Nuremberg, Hawaiian Village and Volcano, Trip to the Moon, the Old Plantation, Eskimo Village, Filipino Village, Dreamland, Venice in America, Bostock's Animal Show, the Indian Congress, and many others, the total area covered being upwards of thirty acres. The guiding genius on the Midway, and the man who designed the most of the attractive features, was Frederic Thompson, a man who was

later to figure largely in the world's greatest amusement projects.

Music was a paramount feature of the Exposition, and the world's best bands and orchestras were employed throughout the exposition season, often giving three open air concerts a day. The Temple of Music was, of itself, a great attraction. It seated four thousand people and contained one of the finest pipe organs in the world, and it was performed upon by the world's greatest organists. During that period Buffalo received an education in music which has its effect to this day; and it is noticeable that, when the finer musical attractions are offered, our local public responds liberally, and appreciates. Special engagements during the exposition were of Sousa's Band, the Royal Mexican Artillery Band, and many of the best choral and orchestral organizations.



Photo. by C. D. Arnold

THE GRAND COURT

The National Government showed its interest in the exposition in other ways than by contributing money to its construction. The Government Building was itself one of the show's chief attractions. An appropriation of five hundred thousand dollars was made, and many of the nation's most interesting exhibits gathered there, especially those illustrating the development of the postal, war, army, navy, agricultural, and other important branches of the government. This was especially instructive in that it gave Americans their first good knowledge of the habits, customs, and life of the new peoples who had, with the end of the Spanish-American War, come under our protecting wings.

In the other buildings, of which there were too many to describe minutely in this volume, efforts were made to demonstrate the process of manufacture. Here, too, women's work was given an adequate display, not in a special department

given over exclusively to the exploitation of "women's handiwork," but showed and judged upon its merits, beside men's work, a distinction that in previous expositions had not been accorded the women of the country. This acknowledgment of equality of men and women in the fields of industry and art was a fair treatment that interested the women of the United States and the Latin countries, to the end that no small part of the success of the enterprise was due directly to the work and interest of women.

The six-months period of the exposition was marked by many special days and elaborate celebrations. Every State in the Union had its special day upon which, as a rule, the city and the exposition were honored by that State's governor and staff and as many visitors from that state as could possibly be induced to come.

For the first two months the attendance was not all the promoters and the city had hoped, but about that time the railroads began making such liberal concessions in rates that the influx became enormous and such as to tax the facili-

ties of the city and the railroads to handle. Thus the patronage continued until the unfortunate day when President McKinley was shot by an assassin while holding a reception in the Temple of Music. The gloom and sadness that pervaded the nation overshadowed all thoughts of the exposition, the thousands who were here departed sadly for their homes, and those who had in contemplation a visit to the exposition made other plans, not wishing to visit the Pan-American and be constantly reminded of the great national tragedy.

This, of course, resulted in a decrease of revenue that precluded all possibility of the exposition being a paying enterprise, in the sense that it would return principal and profit to the investors. However, the benefits that the city derived indirectly can never be computed, and it was the opinion of the whole civilized world that Buffalo had proved herself to be a delightful entertainer and a most progressive, thrifty, and altogether creative city.



Photo by C. O. Arnold.

THE ELECTRIC TOWER

CHAPTER IX.

Assassination of President McKinley. —Blackest day in Buffalo's history. —The Chief Executive's visit to Niagara Falls. —Return to the exposition.—Reception in the Temple of Music.—The assassination.—Removed to the Milburn house.—Exposition closed. —The assassin narrowly escapes death at the hands of an enraged mob. —President dies. —Funeral services. —Lying in state at the City Hall.—Theodore Roosevelt takes oath as President of the United States. —Trial, conviction, and electrocution of Czolgosz, the President's assassin.

GRADUALLY the Pan-American Exposition approached its climax in beauty and grandeur. Never before had the world seen a spot more beautiful than the cluster of highly colored buildings with their beautiful lighting arrangement. Europe sent hundreds of thousands to view it. In September the harvest of the Northwest began to pay its returns, and the hardy harvesters turned to their playday. Thousands came daily to Buffalo, and every home, hotel, and place of accommodation was filled with enthusiastic and merry sight-seers. The daily attendance was one hundred thousand or more, and it became apparent that the exposition was to be the most profitable attraction of its kind ever projected—profitable not only financially, but intellectually, combining, as it did, for the instruction of the nation, the best in all the Americas.

It seemed that the exposition colors never glowed so brightly as on that perfect day the sixth of September. The pennants and flags unfurled to the kindest breeze, and the sun never kissed this fair city more tenderly. Everywhere was the festal spirit, and the rejoicing of the thousands came to bask in our golden autumn and view the most beautiful array of architectural delights that the world has ever offered.

Yet this day, this crowning, glorious day, was destined to be, before the night bells rang, the blackest day in the history of our fair city. Before the evening came the assassin's hand fell. A black pall overspread all, and gloom pervaded not only our own nation but the entire civilized world. That afternoon, at six minutes after four o'clock, William McKinley, President of the United States, fell a martyr, a victim of the black structure of anarchy. There in the Temple of Music, the fairest of all the fair buildings at the exposition, the assassin came in the guise of a friend, seized the extended hand of the Chief Magistrate of the great American nation, and, with the President's kind words of greeting ringing in his ears, fired a shot that plunged our nation into mourning and elicited the sympathy of the entire world.

The crowning period of the exposition was the President's week, when the President and Mrs. McKinley came to view the exposition and interchange friendly greetings with the thousands of visitors from every portion of the United

States and the Americas. The preceding day, September fifth, was the most important day of President's Week. It was officially known in exposition annals as President's Day. On that day Mr. McKinley addressed one hundred thousand people, delivering what was perhaps the most important address of his official life. Nearly all of the visiting exposition sight-seers remained over until the following day, when Mr. and Mrs. McKinley, together with the exposition party, were scheduled to visit Niagara Falls.

Excursions were conducted to the Cataract City, and for a few hours the exposition attendance was transferred to the banks of the Niagara. Leaving the residence of the Honorable John G. Milburn, in Delaware Avenue, at half past nine o'clock on the morning of the sixth of September, the President's party entrained on special cars, reaching the Falls City in a little more than half an hour. The morning was spent in sight-seeing, during which the President and his wife wandered over the rustic bridges and along the quiet byways with entire freedom—little dreaming that the wicked assassin was following close upon their path.

A special dinner was served by the citizens of Niagara Falls, and after some hours rest from sight-seeing, the party returned to Buffalo in order that the President might attend a luncheon given in his honor at the Mission Building, and subsequently a public reception in the Temple of Music.

Upon reaching the city, Mrs. McKinley, who was much fatigued by the day's sight-seeing, was taken at once to the Milburn home, the President entering the exposition grounds by way of the railroad gate. Some fifty thousand people were waiting at the station to greet the Chief Executive, who immediately entered his carriage and drove to the Mission Building, under escort of a small body of cavalymen. At the Mission Building he partook of a light luncheon tendered him by prominent citizens, and, shortly before four o'clock, departed for the Temple of Music to publicly receive and greet the thousands who were waiting there to honor the nation's head.

At that time the crowd had been augmented by those who had returned from Niagara Falls, and upwards of seventy-five thousand people were crowded around the Temple of Music, each in the hope of an opportunity to shake the President's hand. Within an aisle had been created,

enabling the visitors to pass in through the east door and out at the west door. The President had his station directly under the dome of the building. Around him were stationed exposition officials, including Mr. John G. Milburn, James Quackenbush, John N. Scatcherd, Harry Hamlin, and others. The guard consisted of twelve enlisted men from the Seventy-third Coast Artillery, and secret service men Foster and Ireland, who constituted Mr. McKinley's personal escort while he attended the exposition.

At four o'clock precisely, the doors were opened, and under the guidance of exposition police the line was formed. A more democratic crowd of people it would be difficult to imagine. The first in line was a hardy, rough mechanic whose face glowed at the kindly word of greeting the President whispered in his ear as he passed by. Millionaires brushed elbows with workingmen, and little children followed aged patriarchs who were the President's own comrades when the nation was plunged in civil strife.

The line had been progressing in this manner for about five minutes when there appeared in the regular order a young man, apparently still in his teens, blue-eyed, with frank, open countenance, such a man, indeed, as the student of human nature would conclude to be an apprentice of perhaps two and a half years in his trade. It was noticeable that his right hand was bandaged as if that member were injured. Slowly he advanced in the line. When he took his position in front of the Chief Executive, the good President placed his left hand kindly upon the youth's shoulder and extended his right in a hearty hand-clasp.

As quick as a flash of lightning the harmless, blue-eyed youth was transformed into a vicious assassin. The hand which the President would clasp was first drawn backward and then shot forward. There were two quick reports, so close together as to sound nearly as one. The good President reeled and placed his hand upon the shoulder of Detective Geary with the exclamation, "I believe I have been shot!"

For an instant silence followed the reports of the weapon. All present were too dazed to move. The first to recover his senses was Private O'Brien, of the Coast Artillery, who struck the hand of the assassin upwards, thus preventing a third shot. Simultaneously O'Brien struck the assassin behind the right ear, felling him to the floor.

Instantly the guards and exposition officials gathered around the prostrate man, giving vent to their horror in a concerted attack, which was observed by the President. Raising his hand he said in a deprecatory tone, "See that no one hurts him."

The President seemed to be possessed of all his faculties. And, as usual, mindful of Mrs. McKinley, he turned to Secretary Cortelyou, saying, "Mr. Cortelyou, be careful how you tell Mrs. McKinley about this."

Meanwhile Mr. James Quackenbush had comprehended the situation, and gave orders closing all the doors of the Temple of Music, and ordering out of the building that portion of the line which was within its doors when the tragedy took place. Almost instantly the building was cleared of all save those who were required to remain. The exposition hospital was communicated with and the electric ambulance summoned.

Until this grim vehicle appeared the great crowd of seventy-five thousand people without the doors had no intimation of the tragedy which had been enacted within. Even then they concluded that some one of the party had



Photo by C. D. Arnold

TEMPLE OF MUSIC

fainted, and that the doors had been closed but temporarily. But when the litter-bearers appeared, and the face of the good President could be seen by the crowd, an agonizing, heart-rending sigh went up that will be ever remembered by those who were present.

The President was immediately taken to the exposition hospital. Doctor Matthew D. Mann, Doctor Roswell Park, Doctor Herman Mynter, and others of the city's most prominent physicians and surgeons were called at once. After a conference it was concluded to probe for the bullet, and the patient was anesthetized. It soon became apparent, however, that he was not in physical condition for this treatment. A superficial examination showed that the first bullet had passed through the intestines, and that the second had struck the sternum and glanced off, the bullet being found at the hospital in the folds of his undergarments.

At eight thirty o'clock that evening the patient was removed to the Milburn home, where the sorrowing wife had been told the true nature of the wounds and awaited the sad home-coming. Mr. McKinley's family physician and famous surgeons were summoned from New York, Chicago, and Washington. Cabinet members were called to Buffalo, and the seat of government came temporarily to the Milburn home.

Mr. Theodore Roosevelt, then vice-president of the United States, was among the first to arrive.

Meanwhile the city had been struck dumb with the news of the assassination of President McKinley. Business houses were closed. The exposition gates were shut. For the first time since the opening day, the magnificent electrical display was abandoned. All the hatred of the nation was centered on the helpless wretch who had directed the bullets that were to prove fatal. He was rescued from those who were bent on quickly dispatching him in the Temple of Music,

taken at once to a cell in the basement of police headquarters and placed under heavy guard. When it became known that he had been transferred to police headquarters a hundred thousand people gathered in the various streets and in the vicinity around that building, clamoring for the assassin's life. At ten o'clock it became apparent to Superintendent William S. Bull that unless some extraordinary precautions were taken the crowd would break in the doors, overrun the building, and capture Czolgosz. Thereupon, Superintendent Bull ordered in all the mounted police of the city and established a patrol around the building. By successively charging the crowd the mounted police frustrated their design; but it was not until after three o'clock in the morning that the crowd dispersed and the prisoner was safe.

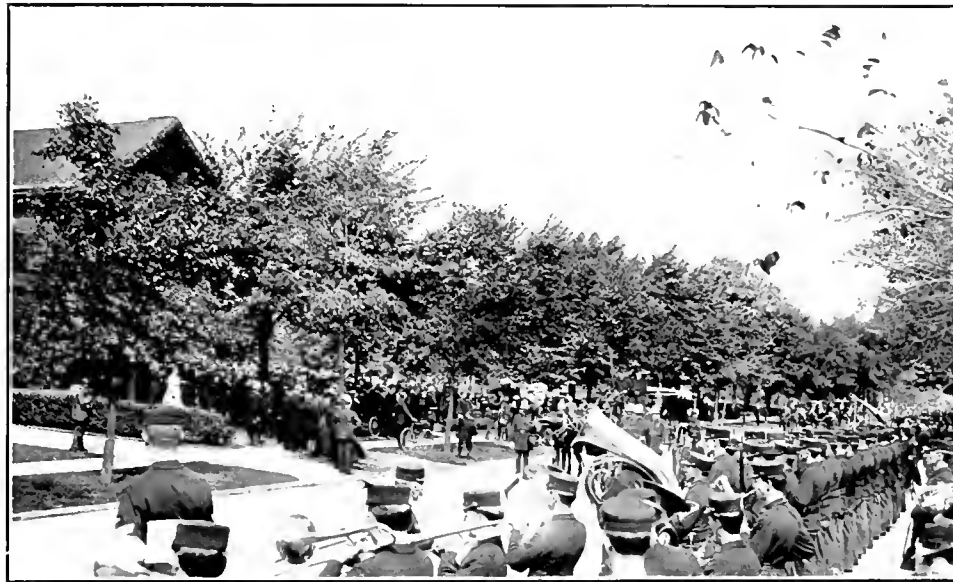
When conditions justified intercourse with the prisoner he was permitted to make a statement. That statement embodied all the heroics of great anarchists, and he wished that the President might die and that the government would be overthrown. The assassin reveled in his deed, and believed that he had earned the plaudits of the working people of the whole country. He was taken back to his cell, and later surreptitiously taken to the Erie County jail pending his trial.

On the Milburn home the eyes of the world were centered. At first the President rallied and for several days improved in a manner that warranted a statement from the physicians that the President would recover. So strong was this belief that Vice-President Roosevelt left the city to participate in a hunting trip in the wilds of the Adirondacks. The government was continued at the Milburn and Wilcox homes. All the cabinet officers were present. Secretary Elihu Root was a daily visitor at the President's

bedside. Marcus A. Hanna, of Cleveland, was also a daily caller, as well as most of the other prominent men associated at that time with President McKinley's administration.

The bulletins continued favorable until about the tenth of September, when it became apparent that there were to be ill effects from the wounds. President McKinley had never been a particularly active man. His occupations had been sedentary, and this militated against him. Gradually he began to decline, and on the morning of the twelfth it became apparent that his condition was extremely dangerous. All day on the thirteenth he hovered between life and death. The famous physicians and surgeons were at once recalled, and although they applied heroic treatment, the distinguished patient failed in spite of them.

At nine o'clock on the night of the thirteenth he became unconscious, and shortly after two o'clock on the morning of September fourteenth Secretary Cortelyou came to



THE REMOVAL OF PRESIDENT MCKINLEY'S BODY FROM THE MILBURN HOME, WHERE THE FUNERAL SERVICES WERE HELD, TO THE CITY HALL, WHERE IT LAY IN STATE

and taken to the office of Superintendent Henshaw within the building, and requests were sent for a carriage and a sufficient police detail to take him safely through the crowd of crazed people who demanded his life. The carriage reached the Temple of Music by a devious route. The prisoner was secreted within the carriage, and with armed men in the carriage and on the box, with the cavalry detailed around the equipage, the prisoner was driven out through the triumphal archway through Delaware Park and to police headquarters, the exact route through the city never having been made known.

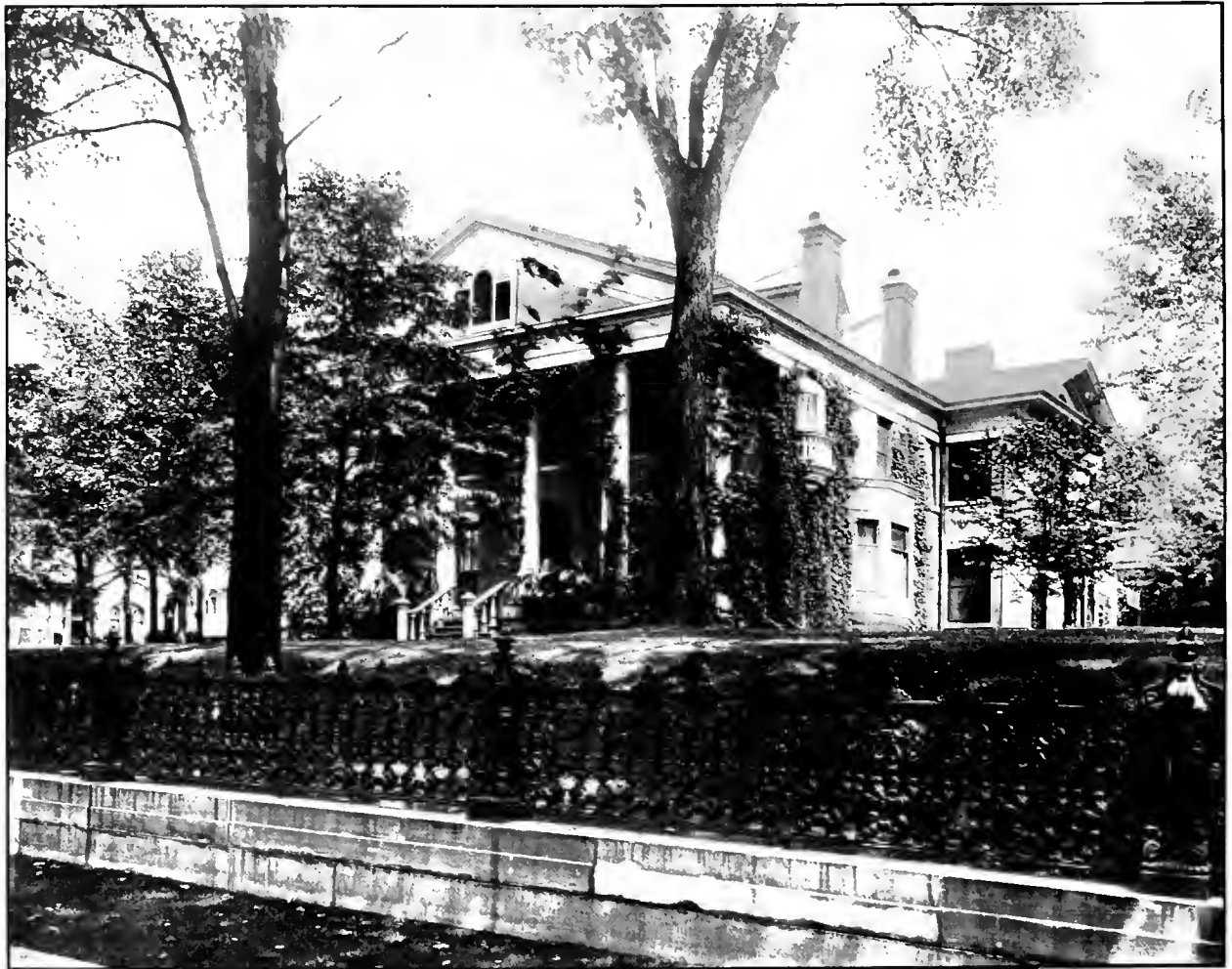
At the police station the prisoner either refused to talk or was incapable of talking. He was variously identified, at first as an anarchist from Chicago, again as a silk-worker from Paterson, New Jersey. But eventually he was found to be Leon Czolgosz, a wire-worker, of Cleveland, Ohio, and a pupil of Emma Goldman, whose anarchistic doctrines were being largely taught at the time. He was

the front door of the Milburn home and informed the few watchers that the President was no more.

The funeral services were conducted by the Reverend Doctor Charles Edward Locke from the Milburn home. They were simple services, consisting of the singing, by a quartet, of the President's favorite hymns, "Nearer, My God, to Thee," and "Lead, Kindly Light." The remains were escorted from the Milburn home to the City Hall by the regular and volunteer troops of the city, both the army and navy being represented. At the City Hall the remains lay in state for several hours, during which time one hundred

dacks on a shooting trip, having gone in the belief, and with the physicians' assurance, that his chief was out of all danger. After the dispatch of many couriers, Mr. Roosevelt was found in the fastnesses of the Adirondack region and turned at once to a long and arduous trip over the mountains to the nearest railroad station, where a special was in waiting for him, and he was brought to Buffalo in record time. On the day of President McKinley's death Theodore Roosevelt was sworn in as President of the United States.

The ceremony took place in the parlors of the home of Mr. Ansley Wilcox, on Delaware Avenue, in the presence of a



RESIDENCE OF ANSLEY WILCOX

thousand people filed through the building and looked upon the peaceful face of the martyred President.

The remains were later placed aboard the funeral car at the Exchange Street station, whence the funeral train proceeded to Washington, where the remains lay in state in the Capitol building. After simple services in Washington, the remains were taken to Canton, Ohio, the home of President McKinley, and the place of the final obsequies. The body was interred in the Canton cemetery in the McKinley mausoleum.

When it became apparent that Mr. McKinley could not survive his wounds an immediate effort was made to locate Vice-President Roosevelt, who was somewhere in the Adiron-

few of the city's most prominent men, a handful of newspaper men, and the usual witnesses. The oath was administered by Federal Judge John R. Hazel, of Buffalo.

Mr. Roosevelt remained in Buffalo until after the funeral, and then hastened to Washington to take up his new duties. The unsettled condition of the nation was soothed by his immediate announcement that he would continue the policy of his predecessor.

Leon Czolgosz, the assassin of President McKinley, was detained for a respectable period in the Erie County jail, so that the proceedings should have all the legal formalities of an ordinary criminal trial. He was arraigned and pleaded not guilty, as is required by law in cases of those charged

with capital crimes. At the arraignment he seemed not able to utter a sound himself, and was several times sharply questioned by the Court as to how he pleaded. This elicited no response, and finally his counsel pleaded for him. To give the case becoming dignity, the Court assigned two of Buffalo's best-known lawyers to defend his case—former judges Robert C. Titus and Loran L. Lewis. District Attorney Thomas Penney prosecuted the case for the people. At the earliest possible moment Czolgosz was placed on trial. The testimony of several witnesses was taken for the prosecution, and, no witnesses being available for the defense, the case was given to the jury, who remained out a respectable time and brought in a verdict of guilty of murder in the first degree. Admission to the trial was by pass, signed and countersigned by the Mayor and the Superintendent of Police. The court room was comfortably filled, but outside of the building thousands of people gathered at each session of the trial. No demonstration against the prisoner was attempted, and all of the proceedings were carried out as if the prisoner might have been an ordinary criminal.

After being found guilty Czolgosz was returned to the jail and surreptitiously taken aboard a New York Central train and taken to the State Prison at Auburn, where he was placed at once in the death-cell, and at the earliest time permitted under the law he was electrocuted. No one came to claim his remains, and the body was buried in quicklime in the prison yard.

Subsequent investigation disclosed the fact that Czolgosz had several times set out to kill President McKinley. He went to Canton, Ohio, at one time and personally applied to the President for work at his trade as a wire-worker. Upon being refused employment he began a tirade against the President, attributing all things evil to him and seemingly

holding him responsible for his own pitiful condition. With the memory of this fresh in his mind, he attended a meeting of anarchists addressed by Emma Goldman. His mind was aroused to the pitch that bred murder.

He timed his trip to Buffalo with the President's Week, and went at once to a little hotel in the Polish section on Broadway, where he obtained accommodations. There he was known as a quiet fellow, never talkative, and of whom little was known by the other transients. Several times, however, he engaged in conversations with strangers, and usually announced himself as an anarchist. He admitted having followed the President to Niagara Falls on the morning of the sixth of September with the intention of shooting him while there. His courage failed him, however, and although the President and Mrs. McKinley went about the Falls City with all personal freedom, affording many opportunities for the assassin, he could not bring himself to fire the fatal shot.

It is believed that he returned to the exposition grounds about the time the President's party reached the railroad gate. He retired to some portion of the grounds and wrapped the bandage around his hand, hiding the revolver beneath the palm of his hand and within the bandage.

The reception at the Temple of Music proved to be the opportunity. It was noticeable, however, that immediately he had fired the shots, Czolgosz collapsed and seemed from that time until the time of his death to be a pitiful nervous wreck. It was believed for a time that he was the hired and paid agent of some anarchist society, but it has been ascertained beyond all reasonable doubt that he was acting merely upon his own initiative, and had not been inspired to this specific act of violence by either talk or contact with Emma Goldman or any of her associates.



ALBRIGHT ART GALLERY

CHAPTER X.

The city's rapid strides since the exposition.—Its standing in the world of iron and steel.—Public spirit accomplishes great industrial things for the city.—Buffalo's great record during the last financial depression.—Public institutions.—Public and private schools.—University of Buffalo.—State Normal School.—Charities and homes for the old and indigent.—Conclusion.

IF the benefits of the Pan-American Exposition are doubted, one has but to examine the city chronicles of the past six years, which constitute the most progressive period in Buffalo's history—the transition of this community from a large, unwieldy, cumbersome town to the eighth city of the United States, foremost in many classes of industry, and admittedly the most finely situated city anywhere in the country.

Immediately after the close of the exposition these benefits became manifest, first in inquiries from business men throughout the country, concerning the availability of factory sites, the price and supply of labor, the shipping facilities, and the thousand and one things that contribute to the success of the modern industrial plant. The Chamber of Commerce had, of course, been in existence for many years, and had performed much valuable service for the city. But it was only then that the organization came into its full strength as an agent for Buffalo. At the proper moment statistics were gathered and compiled; live, active men took the reins; and the heralds were spread broadcast, setting Buffalo forth in her true colors. The return was immediate. In the outlying sections factories sprang up, almost in a day—great institutions, employing thousands of men. What benefited Buffalo also benefited Niagara Falls, and there was such a boom in that community as had never before been witnessed. All this is contributory to Buffalo, and may be properly considered a part of the general advance made along the Niagara Frontier in the past six years.

Probably the greatest strides have been made in the iron and steel industry, a class of trade for which Buffalo is peculiarly well situated. Accessible from the coal districts, it is equally so from the ore mining sections, and is now generally considered as the natural center of the iron and steel business of the United States.

The greatest single metal-working plant is The Lackawanna Steel and Iron Company, at West Seneca, one of the very largest plants of its kind in the world and capable of employing upwards of eight thousand men. Of almost equal importance, and full of promise of greater things, is The Buffalo and Susquehanna Iron Company, projected by the Goodyear brothers. Several minor industries of this class have also located here, all promising a good, healthy development that augurs well for Buffalo's future.

Some idea of the financial condition of Buffalo has been gained during the financial depression which is affecting the country at this writing. In the latter part of 1907 the depression came almost without warning. The country at large had been enjoying the most prosperous times in the history of the United States; there was an unprecedented demand for labor, a great volume of money in circulation, and nothing on the horizon to even indicate that business depression menaced us. In early November the crash came; great banks went to the wall; gigantic industries, that had been considered the very strongest, closed their shops; and throughout the nation people suffered from the stringency in the money market and the lessening demand for labor.

This was particularly true in Pittsburg, Cleveland, New York, and other large sister cities. Here in Buffalo it was weeks before the depression was even felt, and then to but a comparatively slight extent. In Pittsburg, and the other cities mentioned, money was so scarce that pay checks were issued to employees and trade was largely on that basis. This, of course, required money to make the pay checks par. Hence the banks of those cities sent out requests for currency; and it is a noteworthy fact, and a truth that gives pride and pleasure to every Buffalonian, that this city should have responded so liberally. Millions of dollars were shipped to Pittsburg, New York, Cleveland, Baltimore, Chicago, and Philadelphia, and seemingly the supply was endless. Buffalo's resources attracted attention throughout the financial world, and the leading bankers of Pittsburg gave the city credit for being better prepared for the emergency than any other city in the Union. The city's financial standing, though good before the depression, has been bettered fourfold and may now properly be considered well up on the list of the nation's money centers.

The year 1908 finds the city well supplied with great public institutions designed for the people's pleasure and profit. The park system is not surpassed by that of any city in America and consists of nine hundred acres of greatly improved property, fine drives, beautiful buildings, exquisite landscape effects, and public playgrounds. The Albright Art Gallery, built at a cost of more than a million dollars by John J. Albright, is rated very high in art circles and contains a priceless array of paintings and sculptures.

Buffalo ranks high as an educational city. At this writing (1908) there are within the city corporation seventy-one public schools, and four high schools, and in addition to these there are a large number of parochial schools and many private institutions of which it is not possible to give a correct census of the scholarship. The total enrollment of the public schools, according to figures furnished by Henry P. Emerson, the present superintendent of the public schools of Buffalo, is sixty thousand scholars and fourteen hundred and twenty teachers. In all the schools there are libraries in connection, to enlighten the youth upon almost every topic.

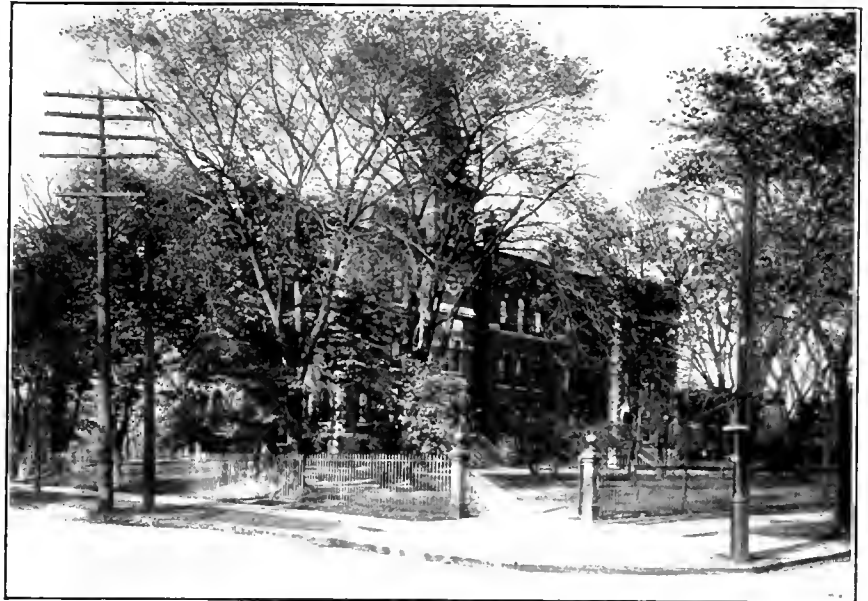
The University of Buffalo, although handicapped by lack of facilities and lack of room, is widely known as an educational institution. Its present vice-chancellor, Charles P. Norton, has been indefatigable in his efforts to bring about a greater university. It is one of the great problems confronting the city of Buffalo in this year, 1908. With the constantly increasing demand for educational facilities, it is highly probable that within the next five years the University of Buffalo will be increased in size and enlarged in scope, to compare with the greatest educational institutions in the country. At present the University of Buffalo has a student enrollment of four hundred and nine in the four departments of Law, Medicine, Pharmacy, and Dentistry.

The State Normal School in Buffalo was founded in 1870, the building being accepted on the seventh of September of that year. The local board, consisting of nine persons, was appointed on the fourteenth of September, and chose Henry B. Buckham as the first principal. On the thirteenth of September, 1871, it was opened, the first report showing an attendance, after three weeks, of sixty-eight students. The members of the first board were Nathan K. Hall, William H. Greene, Joseph Warren, Thomas F. Rochester, Francis H. Root, Henry Lapp, of Clarence, Allen B. Potter, of Hamburg, Grover Cleveland, and Elbert H. Tracy. In 1872 the State appropriated six thousand dollars for the institution, and a little over sixteen hundred dollars was expended for books and apparatus. In 1875 the building was repaired and improved at an expense of five thousand dollars. In 1880 the attendance was reported as two hundred and fifty-nine, with five academic students. In that year there were seventeen graduates. The total number of graduates at that time was one hundred and eighty-five, and seventeen academic.

In 1890 the number of graduates was four hundred and seventy-seven, and forty-six academic, the salary list having increased in that year to \$14,550. In 1885 about fifteen hundred dollars was expended for improving the grounds. In 1887 a gymnasium and natural science department were erected at a cost of twenty-six thousand dollars. The first president of the local board was J. B. Skinner, who died about the time the school opened, he being succeeded

by Nathan K. Hall, who occupied the office until 1874, he being succeeded by Oliver G. Steele. In 1880 Francis H. Root was chosen, and he was succeeded in 1884 by Thomas F. Rochester, who died in 1887, when Stephen M. Clement was chosen. In 1892 Mr. Clement was succeeded by David F. Day. Henry B. Buckham resigned in 1886, and Doctor James M. Cassedy was appointed principal. In 1896 the attendance was nine hundred. In 1902 Edward H. Butler was chosen president of the local board, in which capacity he still serves. In 1907 the total graduates numbered one hundred and thirty, with an attendance of nine hundred and eight.

The Buffalo Historical Society, located in a magnificent building of its own, which was, during the Pan-American Exposition, the New York State Building, is one of the best-equipped societies of its kind in the country, and is a source of great pleasure and profitable instruction to the people of the city. The Buffalo Public Library, with its own



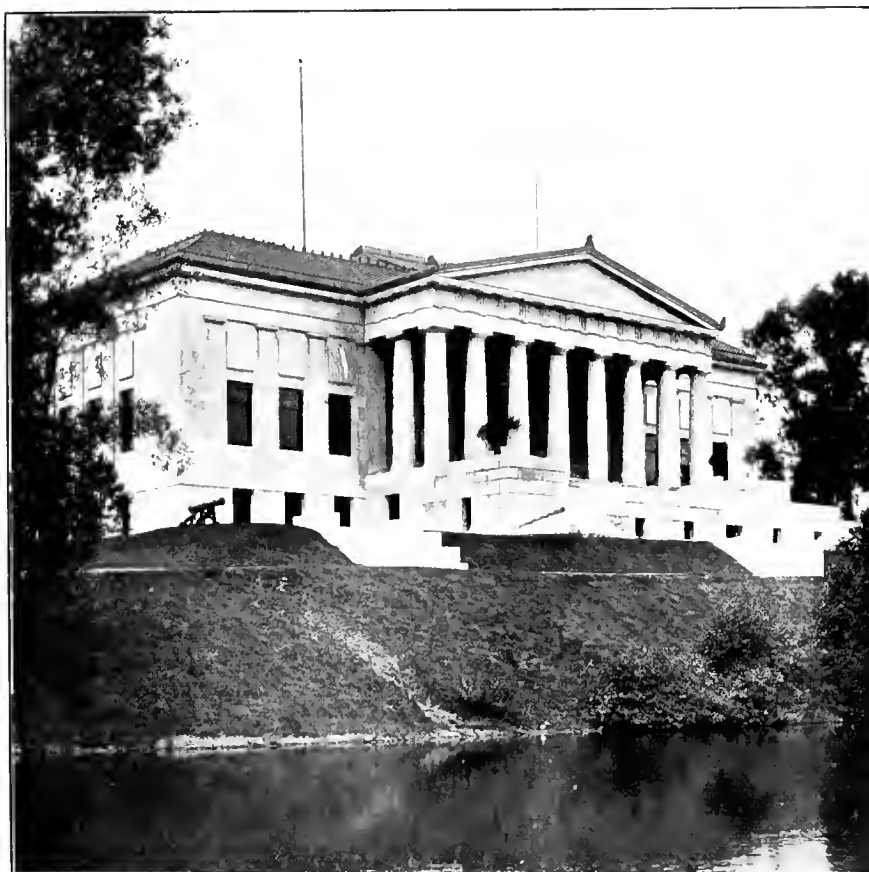
STATE NORMAL SCHOOL

imposing home at the corner of Broadway and Washington streets, contains hundreds of thousands of volumes, covering every subject, any one of which is available to the poorest and most obscure person in Buffalo. Extending its benefits, the Library Association has established branch libraries throughout the city, principally in the poorer sections, where people may call for and receive books on the same plan employed at the central library.

Charities, dispensaries, homes for the aged and indigent, havens for the feeble-minded and the maimed, schools for the mentally deficient and the deaf and dumb, and similar institutions have been supplied from time to time as they were demanded, either from public funds or private benefactions. In this respect Buffalo is better situated than most cities, and the city has ever stood ready to answer the calls of the distressed with some substantial response.

The rest of the history of the city must be written in the lives of its public and private citizens, its business men, and its officers. Several hundred of these biographical sketches comprise the remainder of this book. Many great indus-

trial features of the city are too extensive to include in this general history of the city, and hence separate chapters have been given to those subjects.



HISTORICAL SOCIETY BUILDING

SOMETHING ABOUT BUFFALO

IT would take volumes to tell the history of Buffalo's industrial and business concerns, and additional volumes to recite the steady growth that has made her one of the foremost business cities in America. The activities of her business men reach in every direction, to every field, and not a market in the world, however small, but that knows the city through her products. At different times different lines have been paramount—due, of course, to constantly changing conditions. For instance, in the younger days of her industrial growth the lake shipping was paramount and more than anything else contributed to her supremacy. Later, when lake shipping became unprofitable and old-fashioned, the city met that condition, and, by reason of her admirable location and many other favorable attributes, became one of the world's greatest railroad centers, which she still remains. Then came a time when the great steel operators of the world recognized that Buffalo was the natural steel center of America. Closely following this recognition came the erection of gigantic steel plants—one of them alone employing eight thousand men,—and gradually the belief is growing that Buffalo will eventually become the greatest steel-working city in the world.

THE SHIPPING OF BUFFALO

The shipping of Buffalo began with the city's inception; in fact, the admirable facilities for shipping and transferring is what attracted the city's pioneers. In the early days it was the center of all receipts of furs from the western lakes, just as now it is the center for receiving the grain that the now settled West sends to the densely populated East every year. Resort to the figures of the port show a steady, natural, normal, healthy growth from the beginning, culminating, in the year just past, in a most remarkable record.

In 1907 we maintained our standing as one of the greatest commercial ports in America. The customhouse received more than a million dollars in duties alone, the total receipts being \$1,009,416.32, a gain of about \$250,000 over the previous year. The total valuation on importations was \$8,133,862, an increase of \$1,500,000 over the sum for the previous year. The value of exports was nearly four million dollars greater than in 1906.

In imports and exports, generally speaking, the increase was great, though there was a falling off in some lines, due chiefly to breaks in the canal at Syracuse. Eleven articles listed in receipts by lake showed losses, while nine showed great gains. The falling off was in the receipts of oats, barley, flaxseed, flour, pig iron, copper, spelter plates, and wool;

and the increases were in wheat, corn, rye, malt, lard, iron ore, pork, tallow, and oil cake. This list also includes practically all the principal commodities handled at the port of Buffalo.

Some idea of the great bulk of wheat handled here is gained from the fact that the increase alone in 1907 amounted to more than eleven million bushels over the previous year, while corn and rye increased, respectively, three million five hundred thousand and two hundred thousand bushels. In the receipts of lumber the decrease was alarming, amounting to forty-three million feet, due largely to the forest restrictions and the general disposition in the middle West to cut only what timber was absolutely necessary. The low rates paid by shippers at the close of navigation, and the eight-weeks suspension of navigation on the Erie Canal while repairing the locks at Syracuse, are also largely responsible for the loss.

The Coal Shipped by lake from Buffalo is a considerable item in the year's volume of business, amounting in 1907 to 3,458,695 tons, an increase of 776,887 tons over the total of 1906. A decrease in the shipment of salt and sugar and an increase in the shipment of cement is also shown in the 1907 report.

Now, at the opening of the season of navigation for 1908 the prospects are bright for a greater record than ever. However great Buffalo is in industry and finance, there is no doubt but that the future of the city is largely written in the business of her port. With the completion of the thousand-ton barge canal the city will become the point of entrance to the canal from the Great Lakes, her yards will be the building place of great ships, her dockage will shelter the crafts of every flag the world over, and there is no doubt but that Buffalo will become one of the greatest ports in the world.

BUFFALO'S LIVE STOCK MARKET

Buffalo has been no small factor in the development of the West, for it was here that the Western stock growers found a market for their product on the hoof, where a good price has always prevailed and the treatment has been such as to attract the dealer again and again. Indeed, there are thousands of stock growers in the West who, when mentally contemplating their stock and its marketing, see no market between their own rolling ranges and this city. Trainloads by scores pass Chicago upon which the growers are willing to pay the additional freight that they may put their stock on an Eastern market through Buffalo. Some idea of the extent of this trade may be gained from the figures of 1907,

which was only an average year, neither inflated by the prosperous times that existed up until November, nor depressed with the slump which came in that month.

In that year there was an increase in cattle receipts of 354 cars, which, however, is only the average increase the local trade has enjoyed for years; an increase in the receipts of hogs of 1,219 cars; a decrease of 336 cars in sheep and lambs; and a decrease in horse receipts of 442 cars.

The record of 1907 firmly establishes Buffalo in her position as the second largest live stock market in the world, Chicago alone leading Buffalo in gross receipts and shipments.

THE RAILROADS

Of recent years Buffalo's unsurpassed railroad facilities have been one of the greatest inducements for capital to locate here and make this the distributing point for all its products. The distinct lines entering the city number sixteen, and are as follows: the New York Central & Hudson River Railroad, a four-track line; the Erie Railroad, a two-track line; the West Shore Railroad, a two-track line; the Lehigh Valley Railroad; the Delaware, Lackawanna & Western Railroad, a two-track line, with branches; the Pennsylvania Railroad; the New York, Chicago & Saint Louis Railroad; the Lake Shore & Michigan Southern Railroad, a two-track line, with branches; the Grand Trunk Railroad of Canada, main line, via Niagara Falls,



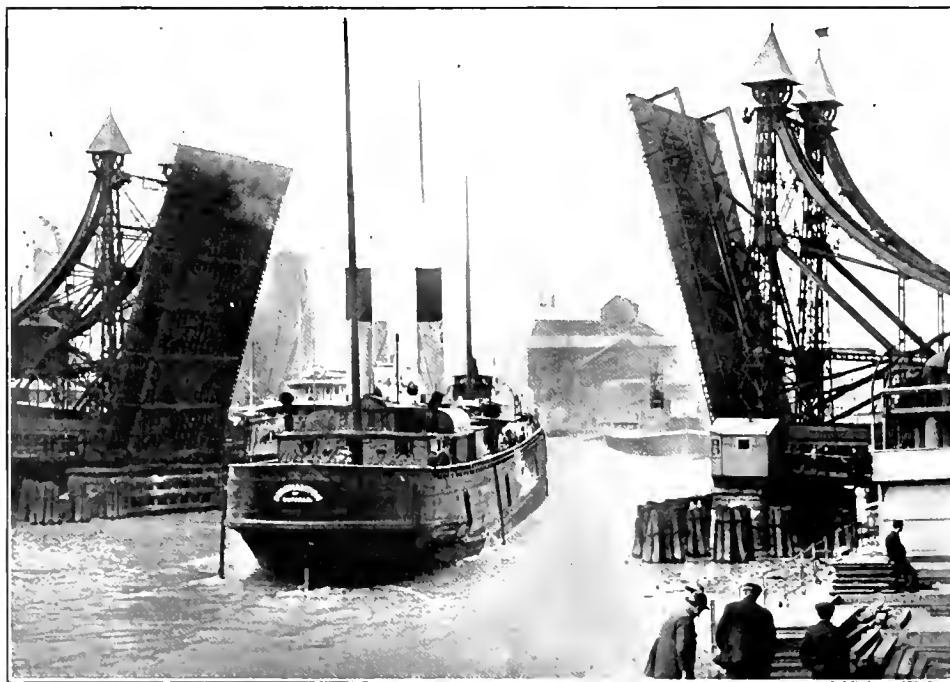
ORE DOCKS, BLACKWELL CANAL

Suspension Bridge, and branches; the Michigan Central Railroad and branches, the main line entering Buffalo from Canada over the International and Cantilever bridges; the Canadian Pacific Railroad; the Toronto, Hamilton & Buffalo Railroad; the Buffalo, Rochester & Pittsburg Railroad; the Wabash Railroad; the Pere Marquette Railroad, and the Buffalo & Susquehanna Railroad.

The railroad yard facilities are admittedly the finest in the world, and the railroads never hesitate to recommend Buffalo as a desirable location for any industry that must have superior transportation facilities close at hand. The city has, within an area of forty-two square miles (including the yards of the Delaware, Lackawanna & Western Railroad and the West Shore Railroad, which adjoin the city limits on the east) four hundred and fifty miles of railroad tracks, and improvements in the terminals are now under way which will bring this figure to upwards of six hundred and sixty miles. Within the city the railroads own over thirty-six hundred acres of land and have even a greater area under their control.

HARBOR AND BREAKWATER

Buffalo Creek was the original harbor of the port of Buffalo, and, in its original state, was shallow at the mouth and frequently closed by a gravel bar. In 1826 the original resolution calling for the improvement of this condition was adopted, and provided, at first, for pier construction on the north and south sides of Buffalo



JACKKNIFE BRIDGE, MICHIGAN STREET, OVER BUFFALO RIVER

Creek. Subsequently a masonry sea wall, 5,400 feet long, was built along the lake shore south of the harbor entrance, and a sand-catch pier of piles and stone 879 feet long was built out from the shore. Between 1868 and 1893 a detached breakwater, 7,600 feet long, was built of timber cribs about half a mile distant from the shore and parallel with it. A shore arm, four thousand feet long, to extend to the south end of this breakwater, was projected in 1874 but was wrecked by storm while it was in process of construction, in 1893.

In the years that have intervened since the first serious effort to deepen and improve Buffalo's harbor, the Government expenditure has totaled about \$5,500,000, and an excellent harbor has been obtained. A maximum draft of twenty feet can be carried almost anywhere within the harbor proper and this permits of the free movement of the largest lake boats. At Black Rock and in the Erie Basin, neither one considered a part of Buffalo harbor, extensive improvement has also been made, the whole giving Buffalo the very finest facilities for shipment, or receipt of shipments, by water.

The following compiled table will, to some extent, give the stranger an idea of the resources, public and private institutions, and numerous other features Buffalo has to offer and upon which she rests her claim as a business, industrial, and residence city and a truly great community.

POPULATION.—State census, 1905, 376,612.

POST OFFICE RECEIPTS.—For fiscal year ending June 30, 1906, \$1,378,206.18.

INTERNAL REVENUE RECEIPTS.—In 1906, \$1,282,189.71.

VESSELS ARRIVED.—In 1907, 4,159; tonnage, 7,287,830.

VESSELS CLEARED.—In 1907, 4,194; tonnage, 7,371,312.

LUMBER RECEIPTS.—In 1907, 141,682,750 feet.

ORE AND PIG IRON RECEIPTS.—In 1907, 5,430,649 tons.

GRAIN RECEIPTS.—In 1907, 181,237,760 bushels.

FLOUR RECEIPTS.—In 1907, 9,759,676 barrels.

FLOUR MANUFACTURED.—2,465,064 barrels.

ELEVATORS.—Twenty-eight, with 22,290,000 bushels capacity.

GREATEST COAL POCKET IN THE WORLD.—the Lackawanna, five thousand feet long.

ELECTRIC POWER.—Niagara Falls tunnels within twenty miles and power delivered in Buffalo one third less than cost of horsepower from steam, with quantity unlimited.

POLICE DEPARTMENT.—Number of men, seven hundred and eighty-four; stations, thirteen; one harbor steamer.

FIRE DEPARTMENT.—Five hundred and eighty-eight men, twenty-nine engine companies, ten truck companies, six chemical companies, three fire boats, and two

water towers, with finest modern system of storage and signal boxes.

PAVED STREETS. Greater proportion and better than any other city in the world; one hundred and five miles stone, five miles macadam, fifteen and a half miles brick, three hundred and thirty-five miles asphalt, giving Buffalo more smooth pavements than Paris, Washington, New York, London, or any other city on earth.

PARKS. Six parks, thirteen approaches, twenty-one minor places, with a total of one thousand and twenty-six acres. Park approaches have a mileage of thirteen and one fifth miles. There are also twenty-three triangular places belonging to the park system. Delaware Park is two miles in circumference, has a large meadow with playgrounds, and includes the Zoo.



SCISSORS BRIDGE, BLACKWELL CANAL

PUBLIC LIBRARIES.—Buffalo Library, two hundred and thirty-five thousand volumes and twenty-six thousand pamphlets; Grosvenor, seventy-five thousand volumes and seven thousand pamphlets (reference); Buffalo Historical Society, twenty-six thousand six hundred volumes, five hundred pamphlets (reference); John C. Lord Library (Historical Building), ten thousand volumes; State Law Library, seventeen thousand volumes.

BUFFALO HISTORICAL SOCIETY.—Historical Building, Delaware Park, two hundred thousand dollar marble structure, containing Historical and Lord libraries, portrait gallery, and Julius Francis Lincoln collection, Indian and Oriental Museums.

BUFFALO SOCIETY OF NATURAL SCIENCES.—Museum in the Library Building. Free to the public. 7,186 geological and mineralogical specimens; 50,364 zoological and botanical specimens; 5,002 archaeological, etc. Total number of specimens in the museum, 63,053; scientific reference library, 12,313 volumes.

BUFFALO FINE ARTS ACADEMY—ALBRIGHT ART GALLERY.—Handsome structure used exclusively for art purposes in the world; important permanent collection of paintings and sculptures and frequent special exhibitions. Admission is free on Saturdays from ten to five o'clock and on Sundays from one to half past five. Other days, admission is twenty-five cents, except to members and associate members of the Academy.

THE CHURCHES OF BUFFALO

From the earliest day of her settlement Buffalo's churches have been no small factor in her development. Wherever a community is found, there, too, are to be found the places of worship that invariably follow, and often lead, the van of civilization. Buffalo has been no exception, and a careful study of her history will show that, step by step, as the city grew in size, so, too, did the medium for spiritual ministrations, until now, at the time of this writing, there are in this city two hundred and thirty-eight churches, as follows: Roman Catholic, forty-one and eighteen chapels; Methodist Episcopal, twenty-eight; Baptist, twenty-seven and two missions; Episcopal, eighteen and eight chapels and missions; Lutheran, twenty-two; German United Evangelical, eighteen; Jewish, nine; Presbyterian, seventeen; German Evangelical Reformed, seven; United Presbyterian, four; Congregational, five; Evangelical Association, five; Unitarian, two; Universalist, two; German Methodist Episcopal, two; Free Baptist, two; Free Methodist, three; African Methodist, two; Church of Christ, three churches and one mission chapel; New Jerusalem (Swedenborgian), one; also Salvation Army Corps, United Brethren, Friends, Adventists, Spiritualists, and others.

THE BUFFALO CITY CEMETERY

The Buffalo City Cemetery, better known by most people as Forest Lawn, is famed for its beauty and perfect appointments. It is located on that vast tract bounded by Delaware Avenue, Delavan Avenue, Main Street, and Delaware Park, in the very heart of the show places of Buffalo.

To some of Buffalo's best-known citizens of the sixties is due the credit for the movement that has given Buffalo this beautiful city of the dead. November 19th, 1864, a meeting was held at the office of Orsamus H. Marshall to form an association that might acquire lands to be used for a cemetery. The old records show those present at the meeting to have been James P. White, Oliver G. Steele, Lewis F. Allen, Orsamus H. Marshall, Elijah Ford, Everard Palmer, Chandler J. Wells, Sidney Shepard, George Truscott, Charles W. Evans, Dewitt C. Weed, Joseph Warren, John D. Shepard, Jabez B. Bull, George Newman, Gibson T. Williams, Walter Cary, James M. Smith, Nelson K. Hopkins, and Henry

Martin. Lewis F. Allen was chairman of the meeting, and Orsamus H. Marshall its secretary.

The first board of trustees, appointed at that meeting, consisted of Dexter P. Rumsey, George Truscott, Lewis F. Allen, Everard Palmer, Orsamus H. Marshall, Russell H. Heywood, Dewitt C. Weed, Sidney Shepard, Oliver G. Steele, Henry Martin, Francis H. Root, and George Howard. The name Forest Lawn was chosen for the cemetery grounds, and a set of by-laws adopted.

From this beginning has grown the beautiful spot in which Buffalonians take so much pride. Access is gained through highly artistic entrances, one at the corner of Delaware and Delavan avenues, and the other at Main Street and Delavan Avenue. The city traction company's lines



DELAWARE AVENUE ENTRANCE TO FOREST LAWN

lead directly to the entrances. Tickets of admission for lot owners and visitors may be obtained for the asking at the office of the association, room number twenty-seven, Erie County Savings Bank Building.

Persons desiring to purchase lots have the advantage of personal inspection, and are furnished with maps of the various sections. The price is uniform and includes the perpetual care of the lot. A section is also set apart for single graves, which are sodded and cared for at the expense of the cemetery association. Application for these may also be made at the office of the cemetery association.

Within the cemetery grounds the appointments are well-nigh perfect. These include a fine modern receiving vault and a commodious chapel where services may be held. Certificates of commutation for the care of lots, originally purchased without arrangements for perpetual care, are issued by the secretary upon payment of fifteen cents per square foot and an additional twenty-five cents per square yard for sodding. Further details may be obtained by

communication with the officers in the Erie County Savings Bank Building.

Trustees of the association are elected annually, the election taking place the second Monday in November. At the first meeting of the trustees in regular session they elect a president and vice-president, and appoint a treasurer, secretary, and attorney. Everard Palmer was the first president. He was succeeded in 1868 by Oliver G. Steele, and he, in turn, by Francis H. Root in 1869. Mr. Root held office until 1892, when David R. Morse was elected president. The present incumbent is Edward H. Hutchinson, who was elected November 14th, 1904, to succeed Mr. Morse.

The vice-presidents have been successively, Oliver G. Steele, George Howard, Lewis F. Allen, David R. Morse, Sherman S. Jewett, Jewett M. Richmond, Bronson C. Rumsey, G. Barrett Rich; the treasurers, Dewitt C. Weed, Henry Martin, Pascal P. Pratt, and Robert S. Donaldson; and the secretaries, Dewitt C. Weed, Charles E. Clark, William Ketchum, Edward M. Atwater, Frederic Deming, and Henry E. Perrine. The list of former trustees is a long one, and includes many men who have been foremost in the city's civic and industrial affairs.

The present officers are: President, E. H. Hutchinson; vice-president, W. H. Glenny; secretary, E. P. Fish; treasurer, Raymond Bissell; attorney, Frank M. Loomis. The trustees are Albert J. Wheeler, William H. Glenny, E. H. Hutchinson, George B. Mathews, Arthur D. Bissell, Frank M. Loomis, Howard H. Baker, George L. Williams, Edward W. Eames, William H. Gratwick, Henry R. Howland, and George R. Howard. The executive committee consists of the president ex officio, Howard H. Baker, Edward W.

Eames, William H. Glenny, and George L. Williams; finance committee, E. H. Hutchinson, Arthur D. Bissell, George L. Williams; the committee on cemetery grounds, Albert J. Wheeler, William H. Glenny, William H. Gratwick, Henry R. Howland, George B. Mathews; auditing committee, Frank M. Loomis, Albert J. Wheeler, George R. Howard; superintendent, George Troup.

One of the fine features of the cemetery is the arch gate at the corner of Main Street and Delavan Avenue, an imposing structure of fine granite erected in the form of an arch. It was completed in September, 1902, its construction having required one year. Rumrill & Carter were the contractors, and the arch was erected under the supervision of the Building Committee, which consisted of E. H. Hutchinson (chairman), D. W. Harrington, and G. Barrett Rich. The cemetery trustees at the time were E. H. Hutchinson, Frank M. Loomis, D. W. Harrington, Albert J. Wheeler, Arthur D. Bissell, George B. Mathews, William H. Glenny, G. Barrett Rich, Howard H. Baker, David R. Morse, George L. Williams, and Edward W. Eames.

In the new entrance at the corner of Delaware and Delavan avenues another fine addition has been made to the general artistic beauty of Forest Lawn. This new entrance differs from the Main Street entrance in that it comprises two massive columns instead of the arch. It, also, is of fine granite. Near it is the office of the superintendent. The J. M. Tilden Company were the contractors for the Delaware Avenue entrance, and the Building Committee, under whose supervision it was erected, consisted of William H. Glenny chairman, Frank M. Loomis, Albert J. Wheeler, and Howard H. Baker.

FINANCIAL INTERESTS.

THE aggregate bank statement of a city is the true barometer wherein one may read a city's greatness. This is absolutely infallible; a community's financial and industrial status is truly reflected there, without color or exaggeration, and a financial depression is as plainly manifest there as if flamed from the housetops.

In this respect Buffalo has entered upon the year of 1908 with many reasons for thankfulness, notwithstanding the fact that the first few months have witnessed one of the most severe tests to which the banking institutions of a great city have ever been put. Panic, or at least depression, that has been widespread, reaching every nook and cranny of the United States and making itself felt in the markets of the whole world, marked the last few months of the dying year and the first few months of the new one. Yet, through it all, Buffalonians have maintained a calm, and a confidence in its institutions, that not only inspired a feeling of security here at home but was contagious and spread to other cities, lessening the sum total of panic by no small degree. Not only have the banking conditions here at home remained sound and stable, but Buffalo bankers, in their liberality and generous spirit, have extended favors to the banks of many other cities, notably Pittsburg, Philadelphia, New York, and Boston.

In the cities mentioned there has been a woeful shortage of currency since the beginning of the depression; to such an extent that pay checks were issued by their industries, and herculean efforts were necessary to get the actual money necessary to protect these pay checks at the banks. Not only was a pay check unknown in the city of Buffalo, but hundreds of thousands of her dollars went to protect the pay checks of the great railroads and the big industrial institutions of other cities. Money was furnished local concerns to tide them over the depressing period; and it is a fact that Buffalo's volume of industry has continued, her industrial wheels have been kept buzzing, and little inconvenience has been felt in the city proper, though the shortage of work at the Lackawanna Steel Plant placed many out of employment who were supported by the city through their period of idleness.

So apparent was Buffalo's strong financial condition, even after the panic was months along, that it attracted the attention of other cities. Before that time Buffalo had not been considered seriously by other cities as a great financial center; but when they saw the readiness with which all requests for currency and gold were met, it made a marked change in their attitude, and the great financial institutions sent special agents here to curry favor with Buffalo institu-

tions which stood out on the horizon like lighthouses in a tempest. It is probably better summarized by a Pittsburg banker of international fame, in an interview granted a New York newspaper when the panic was at its worst.

"I am amazed," he said, "at the stability exhibited by the banking institutions of Buffalo, New York. Business men generally have known for a long time that the Niagara Frontier city was forging ahead in industries and finance, but I do not believe the extent was generally known. At least, in my own case, I confess gross ignorance. The minute the depression struck us there came new lights on Buffalo. Requests upon Buffalo for currency, from banking correspondents in the afflicted cities, have been promptly met with cash, and the supply has been practically unlimited. A reasonable exchange has been charged, and there has been no disposition on the part of Buffalo bankers to take advantage of a condition, an advantage which would be entirely legitimate under the rules of banking. A fair rate has been charged, and the Buffalo bankers have been tireless in their efforts to carry even more than their share of the burden. Pittsburg, Cleveland, New York, and Philadelphia all have reason to be thankful to Buffalo, and no one will ever know how many country correspondents the Buffalo institutions have helped to weather the gale. The city has covered herself with glory, and will henceforth be looked upon as one of the great financial centers of America."

This naturally gave a certain joy to Buffalonians that found a vent in the New Year's celebration on the evening of December 31st, 1907, when the streets were thronged with jubilant people and bands of music, and a spirit of general merrymaking and thanks was everywhere evident. Buffalo was proud—proud as Lucifer—and her people's spirit simply would not contain itself. This celebration will go down into history as one of the most remarkable spontaneous occasions within the memory of the city's people.

On the night before, at a banquet of the Aldermen of the city, Mr. Elliott C. McDougal, president of the Bank of Buffalo, had said:

"I should say that Buffalo has fared better than any other city I know of during this depression. I do not wish to pat the bankers on the back, particularly, for the business men are entitled to the lion's share of the praise. The banks here have been making collections and charging the same rates through it all. The city's firm position has been made possible only by the soundness of her institutions. There is no overbuilding here; there are no land booms; and all

the business houses I know of are solvent and ready to continue doing business. Buffalo is to be congratulated."

However indisposed was President McDougal to praise his colleagues, the city realizes that, while its manufacturing institutions were in a large way responsible for the manner in which the city stood up under the whip of financial depression, its bankers were equally to be praised. Had not the careful, conservative methods of banking prevailed for years previous, the panic would have found Buffalo in a condition as weakened and as susceptible as it found sister cities throughout the United States.

In the past year, 1907, a great part of which year was made abnormal by the panic, the banks in the Buffalo Clearing House Association increased their capital from \$6,250,000 on January 1st, 1907, to \$6,450,000 on January 1st, 1908. In the same period they increased their surplus and undivided profits from \$5,916,523 to \$6,139,880, a gain of \$223,357, and that in one of the worst years in the city's history. Also in the past year they increased their clearances from \$396,268,481.91 to \$434,689,975.34, a gain of \$38,421,793.43. In November the clearance increase had reached the enormous total of \$45,000,000, but was cut down on the year's gain by the depression and consequent slump which came in that month.

Notwithstanding the alarm felt in many quarters, the shrinkage of deposits was only about seven million dollars from all the local banks, being only about nine and a half per cent of the total deposits. The bulk of these withdrawals, it was stated at the time, was invested in low-priced stocks, and much of the money was soon re-deposited.

The history of banking in Buffalo is naturally the history of the city. Shortly after the burning of Buffalo by the British, the first banking institution was established, and since that time the city's growth has demanded institutions of the very strongest character, which have been supplied, as the demand came, largely by our own people and our own money. Never has there been a time in the history of the city when the condition of the banks was such as to cause genuine alarm among our people. Save here and there the record of a failure, due generally to mismanagement, the story of Buffalo banking is an uninterrupted tale of successes and steady, healthy, normal growth, and their condition today is such as to presage for Buffalo a prompt return of pros-

perity and a wonderful future in the world of industry and finance.

The Marine National Bank is the oldest bank of discount in Buffalo. It was first organized as a State bank on August 15th, 1850. Of the original incorporators of the bank none are now living. They were General James S. Wadsworth, of Geneseo; John P. Beckman, of Kinderhook; George Palmer and James M. Ganson, of Buffalo; John Arnot, of Elmira; John Magee and Constant Cook, of Bath; and William R. Gwinn, of Medina.

In its fifty-seven years of existence the bank has had four different homes. Its first location was on the east side of Main Street, near Perry; then on the west side of Main Street adjoining the Erie Canal. In 1880 the bank was removed to number 220 Main Street, and in 1896 the property at the southwest corner of Main and Seneca streets was acquired by the bank and added to the location at number 220 Main



MARINE NATIONAL BANK

Street. In 1901 the entire property was remodeled into the present building, now owned and occupied by the bank. The banking offices were considered ample for the business of the bank for many years to come, but in the spring of 1907 the growth of the institution had become so great, reaching total assets of over twenty million dollars, that it was again found necessary to enlarge the public lobby of the bank, to increase the number of tellers' cages, and to take an additional room on the second floor of the building for the use of its clerks.

Beginning with a capital of \$170,000 at its organization on August 15th, 1850, this was later increased to \$200,000. In 1902 this capital was increased to \$230,000. At that time the bank had deposits of \$10,000,000. In 1906 a large accumulation of surplus, which had reached over \$2,000,000 was capitalized by an increase of the capital stock to \$1,500,000 through the declaration of a dividend to the stockholders of 552 per cent from its surplus.

For fifty-two years the Marine Bank had existed as a State institution. In 1902, shortly before it absorbed the old Buffalo Commercial Bank, it applied to the Comptroller of the Currency at Washington for a charter as a national bank. Since its entry into the national banking system its deposits have increased over five million dollars. Its last financial statement to the Comptroller of the Currency shows a capital stock of \$1,500,000.00; surplus and profits of \$1,182,883.76, with deposits of \$17,056,495.71. Its roster of directors comprises the following names: John J. Albright, Stephen M. Clement, Charles W. Goodyear, William H. Gratwick, Edmund Hayes, William H. Hotchkiss, E. H. Hutchinson, Charles H. Keep, John H. Lascelles, George B. Mathews, Moses Taylor, Cornelius Vanderbilt.

The officers of the Marine National Bank are as follows: Stephen M. Clement, president; John J. Albright, vice-president; John H. Lascelles, vice-president; Clifford Hubbell, cashier; Henry J. Auer, assistant cashier.

The clerical force of the bank numbers over sixty. Besides doing the regular business of a bank of deposit and discount, it has a safe deposit department well adapted to the needs of its patrons.

The Manufacturers' and Traders' National Bank.—

Early in the year 1856, Mr. Pascal P. Pratt and other of Buffalo's distinguished citizens determined to organize a bank to care for the wants of the manufacturers and tradesmen who were making Buffalo a city of note in America. Capital stock to the amount of two hundred thousand dollars was readily subscribed, and the new institution was called the Manufacturers' and Traders' Bank. It is an interesting fact that of the one hundred and sixty-eight original subscribers, Mr. Pratt, the first to sign, survived all the others.

In the autumn of 1856, the capital was increased to five hundred thousand dollars and later to nine hundred thousand dollars, at which figure it remained until its conversion into a national bank in 1902, when it was made one million dollars, the present capital. The surplus and profits are

largely in excess of the capital, being over one million four hundred thousand dollars.

Since 1856 the bank has distributed in dividends an aggregate of \$3,490,000 and has paid in taxes \$1,170,000.



THE MANUFACTURERS' AND TRADERS' NATIONAL BANK

A dozen years ago the resources were less than five million dollars; today they total sixteen million dollars.

The bank has had three presidents. Henry Martin, the first president, was succeeded by Pascal P. Pratt, and the latter was followed by Robert L. Fryer. The cashiers have been D. F. Frazel, George Truscott, James H. Madison, and Harry T. Ramsdell. The officers of the bank at present

are: president, Robert L. Fryer; vice-president, Franklin D. Locke; cashier, Harry T. Ramsdell; assistant cashiers, Samuel Ellis, H. W. Root, and Walter Aspinwall.

The home of the Manufacturers' and Traders' National Bank is located in the very center of Buffalo's financial district, having frontage on Main, Swan, and Pearl streets. The building and its appointments were especially designed with a view to the prompt transaction of the customers' business, and from either the architect's or the banker's standpoint the result is one of the finest banking houses in the country.

The Third National Bank of Buffalo, New York, was organized under the act of the United States to provide for the national currency, passed on the fourteenth day of February, 1864. The first board of directors consisted of Abel T. Blackmar, Abraham Altman, Robert G. Stewart, Horace Utley, Henry Cone, Dighton H. Winans, Thomas Chester, Nathan C. Simons, and Edson C. Shoemaker.

On the first day of March, 1865, Hugh McCulloch, Comptroller of the Currency, issued a certificate authorizing the bank to commence business. Abel T. Blackmar, a maltster in Buffalo, was elected president. Abraham Altman, a wholesale manufacturer and dealer in clothing, was elected vice-president, and Elisha T. Smith was appointed cashier.

The capital stock was fixed at the sum of two hundred and fifty thousand dollars. One half of this amount was paid in at the time the subscriptions were made. The balance was soon thereafter paid in, and the bank opened for business at 183 Main Street. On the twenty-eighth day of March following, the bank was designated as a depository of public moneys of the United States, by F. E. Spinner, United States Treasurer. The assets of the bank on the first Monday of October, 1867, were \$906,736.68.

The bank, soon after this date, was removed to its present quarters, the corner of Main and Swan streets.

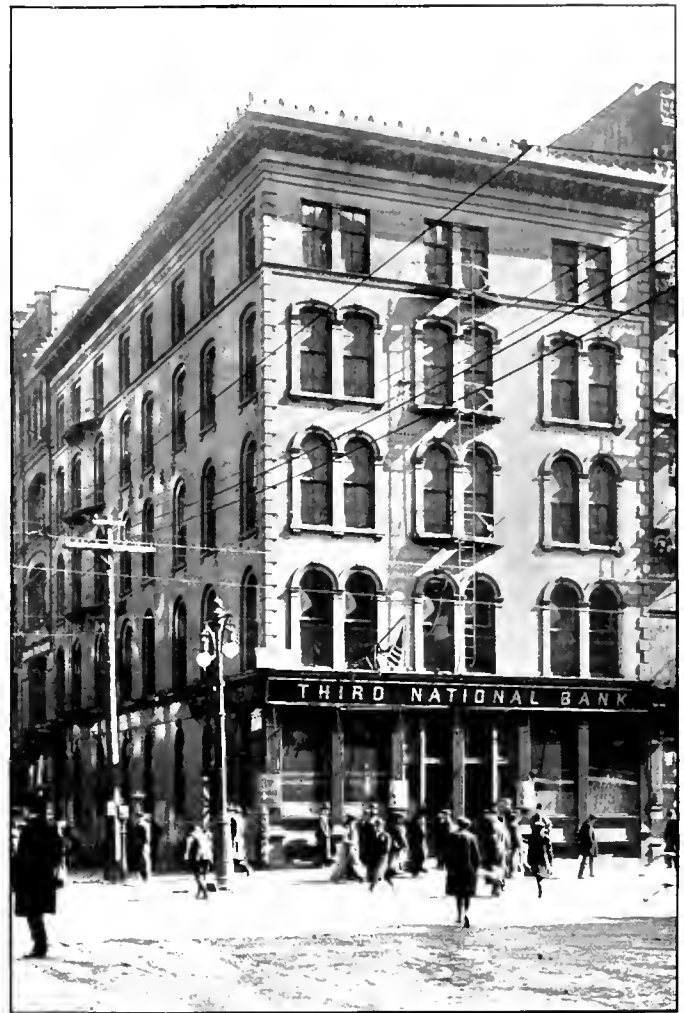
Mr. Blackmar resigned as president of the bank on June 10th, 1869, and Mr. Abraham Altman was elected president. The board of directors then consisted of Abraham Altman, Horace Utley, Henry Cone, James D. Warren, Philip Becker, Jacob Altman, Emanuel Levi, Horace Stillman, and Elisha T. Smith.

Mr. Altman continued as president of the bank until August 15th, 1881. On the following twenty-fourth day of August, Mr. Charles A. Sweet was elected president. At the following election, in January, 1882, Jacob F. Schoellkopf, Pascal P. Pratt, Charles A. Sweet, Charles G. Curtiss, Emanuel Levi, Jacob Dold, Horace Stillman, Henry Cone, and Loran L. Lewis were elected directors of the bank.

Mr. Sweet continued to hold the position as president of the bank until the first day of October, 1902, for a term of twenty-one years, when, on account of impaired health, he presented his resignation, which was accepted. Mr. Nathaniel Rochester was elected president; Mr. Loran L. Lewis, vice-president; George A. Drummer was appointed cashier, and Benjamin C. Ralph assistant cashier.

Mr. Rochester continued as president of the bank until the time of his death, on the sixth day of March, 1906, after which Mr. Loran L. Lewis was elected president to fill the vacancy caused by the death of Mr. Rochester.

The directors of the bank at the present time are John N. Scatcherd, Howard H. Baker, Robert Keating, William B. Hoyt, Robert B. Adam, Daniel J. Kenelick, W. Emerson Bargar, R. M. Rownd, Charles M. Clarke, M. F. Windsor,



THE THIRD NATIONAL BANK

George C. Greene, Thomas B. Lockwood, George A. Drummer, Henry S. Madden, Loran L. Lewis, and George F. Sowerby.

The officers of the bank at present are: president, Loran L. Lewis, Senior; vice-presidents, Howard H. Baker, R. M. Rownd, Robert B. Adam; vice-president and cashier, W. Emerson Bargar, assistant cashiers, Benjamin C. Ralph and C. J. Ritter.

The assets of the bank at the present time are \$3,800,000.

The Bank of Buffalo, in its thirty-four years of existence, has become foremost among the great financial institutions which make for Buffalo and her flattering commercial standing. The bank was incorporated in 1873, at a time when

the country at large was stirred by a panicky undercurrent, and great financial institutions were crumbling on every side. The institution weathered its early vicissitudes nobly, and emerged from these dark days with a most creditable standing. Its first directorate included Sherman S. Jewett, George B. Gates, Francis H. Root, Gibson T. Williams, Pascal P. Pratt, E. L. Stevenson, and Albert L. Bennett, all men of sterling worth and high financial standing, whose presence was a pillar of confidence to the restless business spirit of the city at that time.



THE BANK OF BUFFALO

At the first meeting of the stockholders Sherman S. Jewett was chosen president of the institution, George B. Gates, vice-president; A. L. Bennett, cashier. Upon the retirement of Mr. Jewett, John N. Scatcherd was appointed to fill the vacancy, continuing in the office of president from December, 1892, until May, 1896. At that time Elliott C. McDougal the present incumbent, was chosen president to succeed Mr. Scatcherd. During its life the vice-presidents of the Bank of Buffalo have been George B. Gates, Josiah Jewett, Sherman S. Rogers, and Laurence D. Rumsey. The cashiers,

in their regular order, have been William C. Cornwell, Elliott C. McDougal, and John L. Daniels, the present incumbent.

The Bank of Buffalo has always been located on its present site, at the corner of Main and Seneca streets, although additions from time to time, necessitated by a rapidly increasing business, have considerably enlarged the property over what it was at the time of the corporation's inception.

The bank's statements have always been a matter of pride, not alone with the banking officials, but with the people generally who look upon it as the un-failing barometer of the city's prosperity. The one hundred and thirty-sixth quarterly report, recently made, shows a capital and surplus of one million dollars and deposits totaling \$7,436,585.06.

The present officers of the bank are: president, Elliott C. McDougal; vice-president, Laurence D. Rumsey; cashier, John L. Daniels; assistant cashier, Ralph Croy. The board of directors is made up as follows: Edwin T. Evans, Henry C. Howard, Elliott C. McDougal, Charles W. Pardee, Robert K. Root, Laurence D. Rumsey, John N. Scatcherd, George Urban, Jr., and Charles H. Williams.

The People's Bank.—On May 20th, 1889, there was opened for business in the city of Buffalo a bank whose organizers adopted as the cardinal points in the scheme of management conservatism, safety, courtesy, and progress. How well the public at large regarded this proposition, and how prosperous the bank, which was aptly called the People's Bank, has become, is evidenced by the steady growth the institution has enjoyed through the years which have passed and the bright prospects for future growth in size and popularity.

For sixteen years the bank remained in its original quarters, where steady gains were made in deposits and general strength, becoming better and better known in the business community, until in 1905 it was realized that the bank had outgrown its location. It was, therefore, decided to move from its offices in the Coal and Iron Exchange on Washington Street to the corner of Main and Seneca streets, an almost ideal location, and ever since the removal the wisdom of this change has been almost daily seen in its continual and steady growth and popularity. In its new quarters the exceptionally large public space, splendid light, and numerous tellers unite in allowing this

popular institution to give its customers the best and most effective service,—and in these days of busy business men quick service is appreciated. The offices are handsome, commodious, and convenient to its customers and to the

always obtainable, with uniform courtesy on the part of all connected with the institution, with ample security and conservative management, the People's Bank becomes to business men an ideal depository.



THE PEOPLES BANK

public generally. With decorations all in white, with a pleasing combination of white marble and solid bronze for the partition, with all desks, tables, and counters of steel, a more up-to-date equipment and more attractive interior cannot be found. With the personal service of its officers

At the time of its organization Mr. Daniel O'Day was president, but the active duties of that office were performed by the vice-president, Mr. A. D. Bissell, who on January 1st, 1903, succeeded to the office of president. Mr. Bissell is one of Buffalo's prominent men, enjoying the confidence,

respect, and high esteem of the community, and a man who has taken an active interest in the affairs of Buffalo. Not only has he been honored with appointments as a member of boards of various institutions in Buffalo, but he has been recognized throughout the State, he being a past president and at one time treasurer of the New York State Bankers' Association, and also having been vice-president for New York State of the American Bankers' Association.

At the time Mr. Bissell was promoted from the office of vice-president, that office became inactive, and Mr. Charles R. Huntley, general manager of The Buffalo General Electric Company, a man of ability and energy, and identified with some of the largest enterprises in Buffalo, was elected vice-president.

Mr. C. W. Hammond was cashier from the organization of the bank until October, 1903, when his death, after an illness more or less severe extending over quite a long period of time, occurred, and Mr. E. J. Newell, who had been second assistant and assistant cashier since 1898, was appointed as cashier and now occupies that position, having been with the bank for fourteen years in almost every capacity in the senior positions.

Mr. Howard Bissell and Mr. C. G. Feil are assistant cashiers, the official roster being A. D. Bissell, president; C. R. Huntley, vice-president; E. J. Newell, cashier; Howard Bissell and C. G. Feil, assistant cashiers.

The active officers make a special effort to give to the customers of the bank their personal service, and cover completely the entire work of the bank in personal administration. This is an innovation greatly appreciated by the bank's depositors, and it insures a more satisfactory handling of their business than can otherwise be obtained. The management of the bank also takes a great interest in new enterprises locating in Buffalo, and endeavors to extend to those coming to the city every possible facility to further their business. This is a feature of bank work to those establishing new or old enterprises in the city of Buffalo.

The deposits are now over \$4,000,000, total resources \$4,600,000, capital \$300,000, surplus and profits \$250,000.

Upon its board of directors are some of the most prominent and able citizens of Buffalo, and the bank refers with pride to this body of representative men, who take a very active interest in the bank and its affairs, and from whom a finance committee is appointed, assisting the officers in many ways in the administration of the affairs of the bank. The board is as follows: Charles F. Bishop, John Hughes, C. R. Huntley, Daniel O'Day, Junior, J. T. Jones, Frank S. McGraw, E. G. S. Miller, Elgood C. Lufkin, Walter P. Cooke, William Richardson, and A. D. Bissell.



Situated in the heart of the industrial district, which contains more than half of the city's population and where are located the great live stock markets, packing houses, tanneries, breweries, foundries, lumber yards, and various other industries, all by

their location tributary to it, the Citizens' Bank of Buffalo enjoys an enviable reputation for sound banking methods and success along conservative lines.

Founded in 1890 by such men as G. Fred Zeller, Christian Klink, Devillo W. Harrington, J. Adam Lautz, Joseph Block, Jerome I. Prentiss, William F. Wendt, and others, when the need of banking facilities began to be felt in the great industrial district, public confidence in the strength and sagacity of the management, and the fact that the bank had been a much-needed link in the business community, insured its success from the start. Funds which had hitherto lain dormant began to find their way into banking circulation, and with the growth of banking facilities many new mercantile enterprises also sprang into existence.

While enjoying a steady growth from its inception, the most remarkable increase has been in the past three years, during which time the bank has gained approximately one quarter of its total deposits. Noteworthy as this has been, however, the earning power of the Citizens' Bank of Buffalo has been an even greater source of pride to its directors and stockholders, it having accumulated an earned surplus more than two and one half times greater than its original capital, in addition to which dividends at the rate of eight per cent are paid to the stockholders. This large percentage of earned surplus has given the bank an enviable position among the State banks of the country, it being listed at present as first in the city, twentieth in the State, and eighty-fifth in the United States.

Perhaps it is this reputation for caring for the legitimate requirements of its customers in and out of season, as much as its well-known policy of refusing to engage either directly or indirectly in any speculative venture, which has earned for this bank the public confidence and respect which it enjoys in so large a degree. Be that as it may, the fact remains that each succeeding month is bringing to the Citizens' Bank of Buffalo an increasing business, and authorities who are competent to judge consider its future prospects as second to none in the city.

The capital and surplus at present amount to over \$365,000 and the deposits to more than \$2,000,000. Total resources, \$2,500,000.

This record of success has been rendered possible by the untiring efforts of the officers and directors, whose names appear below. As will be seen, the directorate is composed of successful business men of long experience, whose names are connected with Buffalo's foremost business enterprises.

The officers of the bank are: president, Joseph Block; vice-president, Jerome I. Prentiss; vice-president, Jacob J. Siegrist; cashier, John Peters; assistant cashier, Norman A. MacDonald.

The directors of the bank are William F. Wendt, president of The Buffalo Forge Company; Jerome I. Prentiss, of Jerome I. Prentiss & Company, wholesale grocers; Edwin Sikes, president of The Sikes Chair Company; Melvin Dunning, of Dunning & Stevens, live stock commission merchants; Louis P. Klink, vice-president of The C. Klink Packing Company; William Simon, of the William Simon Brewery; Jacob J. Siegrist, of Siegrist & Fraley, department stores;

George A. Lautz, president of the Niagara Machine and Tool Works; John C. Schenk, secretary and general manager of The East Buffalo Brewing Company; J. Fred Zeller, of G. Fred Zeller & Sons, tanners; Joseph Block, president,

10th, 1904, the new institution opened its doors for the transaction of business, and since has enjoyed a career of uninterrupted prosperity, not surpassed by any institution in this city. The banking house, at the corner of William and



THE CITIZENS' BANK OF BUFFALO

The Union Stock Yards Bank of Buffalo.—The great live stock yards, located in East Buffalo, were opened in their present location on Christmas Day, 1863, forty-five years ago. Instantly they were surrounded with new and growing enterprises, that required the business facilities essential to the healthy life of the modern business community. Yet, for forty-one years, the live stock dealers, commission merchants, wholesale butchers and meat packers, and a large number of miscellaneous business institutions were denied the common, ordinary financial facilities of business and compelled to do their banking in the city.

It was this condition that gave birth to the Union Stock Yards Bank, an institution organized in 1904, with a capital of \$150,000, which is, consequently, at this writing, but three and one half years old, yet one of the lustiest youngsters in Buffalo's financial family. It was left to Hiram Waltz, of the firm of Swope, Hughes, Waltz & Benstead, and Irving E. Waters, a banker of broad experience, to incorporate and organize this bank. November

Depot streets, is very accessible to the class of trade which the bank particularly desires to serve, and the results have long since justified its location.

A few comparisons best indicate the great prosperity the concern has enjoyed since its inception. The records show that in its third year it passed the enormous sum of fifty-two million dollars and over through the clearings of Buffalo, or nearly one eighth of all the clearings in this great city. During this time their deposits have reached nearly one million dollars and their undivided profits thirty-five thousand dollars. In addition to this the bank has charged off a large proportion of the cost of improvements and rearrangement of their banking offices, the building of vaults, and installation of furniture and fixtures.

The present banking house is one of the best equipped and most commodious in the city. It has forty feet frontage on William Street and a depth of thirty-six feet, allowing ample room for banking offices and the installation of their large vaults and fixtures. A permanent invitation stands to

patrons, friends, and visitors to call and inspect their banking home.

In the process of building up the business of this institution lies a fine example of thrift, energy, ability, and reliability. In three and one half years, perseverance, ability, and good banking methods have brought a measure of business surpassed by but a few institutions of the city. Its success in handling the great volume of business is particularly gratifying to the directors and officers of the institution—a gratification that is shared by the depositors and the business men who enjoy the benefits and accommodations the bank has been able to afford them. Already the Union Stock Yards Bank is classified as one of the most

Sulzberger Company; also Mr. Alonzo C. Mather, president of The Mather Stock Car Company; James A. Hathaway, the great cattle exporter of Boston; Charles R. Hannan, Swift's representative, and capitalist, of Boston; and numerous wholesale packers, live stock commission merchants, manufacturers, and representative business men of the eastern portion of our city.

From its past record no other than a brilliant future can be predicted for this institution, located as it is in the heart of a constantly growing community and surrounded with vast business enterprises.

Hiram Waltz, one of the city's best-known live stock



INTERIOR VIEW OF THE UNION STOCK YARDS BANK

successful and responsible of Buffalo's financial institutions.

The officers who have so well administered the affairs of the bank since its inception are: president, Hiram Waltz; vice-president, Alonzo C. Mather; vice-president and cashier, Irving E. Waters. The directors are Alonzo C. Mather, V. E. Bailey, T. C. Meadows, Harry J. Davis, Josiah Meeks, William A. Williamson, Hiram Waltz, Stanislaus Lipowicz, John H. Eckhardt, William Lansill, Charles C. Mansfield, Lancelot G. Burrus, Charles A. Klocke, Adelbert D. Cronk, Timothy McCarthy, Elbert E. Johnston, Irving E. Waters, and John H. Meahl.

Among the incorporators and stockholders of this bank are found representatives of Swift & Company, Armour & Company, Nelson Morris & Company, Schwarzschild &

commission men, and president of the Union Stock Yards Bank, is a native of Ohio, having been born in New Philadelphia, May 15th, 1850, the son of William Waltz. He received a common school education at that place, which he supplemented with further school training at Bluffton, Ohio, whither the family had removed while he was yet a boy. He lived in Bluffton for a number of years, and at the age of fifteen years entered into business life. For a period of ten years he was engaged in the dry goods and grocery business in Bluffton, following which he engaged in the live stock and grain business, in which he continued until 1881. In that year he came to Buffalo, where he has since made his home.

His first business association in Buffalo was as a member of the live stock commission firm of Swope, Hughes, Waltz, & Benstead, one of the largest and most extensive firms in that line in the Buffalo Live Stock Exchange. This connection he has maintained until the present time. The firm also carries on a business in Cleveland, Ohio, where



HIRAM WALTZ

its business standing is well known. Its local offices are at number 4 Live Stock Exchange Building, East Buffalo.

Since its organization, four years ago, Mr. Waltz has been the president of the Union Stock Yards Bank of this city, one of the strongest financial institutions of the East Side. He is a member of the Buffalo Chamber of Commerce, and of a number of other organizations which have as their purpose the furtherance of the welfare of the city of Buffalo.

The Erie County Savings Bank was organized in 1854 under a special act passed in April of that year. The first board of trustees was composed of William A. Bird, William Wilkeson, Henry Roop, Gibson T. Williams, Stephen V. R. Watson, Noah P. Sprague, and James C. Harrison, all of whom are now dead. Cyrus P. Lee was the first secretary and treasurer, and he, also, is deceased. Originally located at the corner of Main and North Division streets, the bank was, a number of years later, removed to the corner of Main and Court streets.

The first president of the bank was the Honorable William A. Bird. At his death, in 1878, the vacancy was filled by the selection of James C. Harrison, who died during the sixth year of his incumbency, and was followed by Gibson T. Williams. Mr. Williams died in 1891, and David R. Morse was named to fill the vacancy. At the death of the first secretary, Cyrus P. Lee, in 1886, Robert S. Donaldson,

who had been connected with the institution since 1868, was promoted to fill the vacancy, fulfilling the duties of that office until, during the early part of 1908, the death of the president, David R. Morse, brought to him the election to the president's chair.

In 1889 the need for greater facilities and a larger home became plainly apparent, and accordingly the trustees secured an option on the old First Presbyterian Church property, which was then for sale. The property was purchased, and, as soon as the church was razed, work was started on the new building. It required the greater part of three years to construct the new building, which is acknowledged to be one of the finest banking buildings in the world. On June 28th, 1893, the doors of the new home, opposite Shelton Square, were opened for business.

The Erie County Savings Bank Building is nine stories high on Main Street and ten stories high on Pearl Street, and is constructed of granite. The liberal use of Portland cement and steel has made it as proof against fire as a building can possibly be made. The second story of the structure is a mezzanine story, and above it are seven more stories, the upper two being built under the roof. Altogether the building covers a ground space of about seventeen thousand square feet.

There are one hundred and forty-five offices in the building, inclusive of those in the basement on the Pearl Street side. None of these are what are commonly called "back" offices, but all are very accessible, well lighted, and connected with other parts of the building by broad staircases and ample corridors. All the floors in the corridors are of marble, and those in the offices of polished Georgia pine. The building is heated by steam and lighted by fourteen hundred electric lights and otherwise supplied with every modern convenience. The woodwork of the interior is of Mexican mahogany, and the stair treads are of marble with iron balustrades.

The quarters of the bank proper are of the very best. The public room is on the Pearl Street side, and is very accessible from the street. The Directors' Room adjoins it on the Church Street side. The banking chamber has a floor tiled with Lake Champlain marble of a mottled red color, with a border of black Glens Falls marble. The wainscoting is of yellow Saint Baume marble, capped with Tennessee marble. The remainder of the chamber is fitted in dignified harmony. A semicircular counter separates the working force of the bank from the public. It is pierced at intervals by windows, where a force of eighteen clerks serves the depositors. The secretary's room is off the general room and is very accessible.

The present officers of the bank are: president, Robert S. Donaldson; vice-president, G. Barrett Rich; second vice-president, Henry M. Watson; secretary and treasurer, Robert D. Young; assistant secretary and treasurer, Stephen B. Lee; attorney, Henry Ware Sprague.

The trustees of the bank at the present time are James Sweeney, William A. Rogers, George R. Howard, Carlton M. Smith, Henry M. Watson, George L. Williams, G. Barrett Rich, Laurence D. Rumsey, Thomas T. Ramsdell.

Robert S. Donaldson, John J. McWilliams, Ogden P. Letchworth, John W. Robinson, Henry W. Sprague.

The assets of the bank up to January 1st, 1908, including bonds and mortgages; state, city, and county bonds in this and other States; railroad mortgage bonds; banking house and other real estate; with cash in hand and on deposit, and interest accrued, totaled \$43,235,166.47. The number

finishing his early training in the Central High School. As was customary for the young men of the time, he left school at an early age, and found employment as a clerk in the Erie County Savings Bank. His connection with that institution began March 11th, 1868, and continues at the present time. Working up through the various steps in the banking business, his service was so creditable



THE ERIE COUNTY SAVINGS BANK

of open accounts up to that same date numbered 79,583, and the bank shows a surplus of \$2,818,630.20.

Robert S. Donaldson, president of the Erie County Savings Bank, has achieved his business success in the city of his nativity. Mr. Donaldson was born here September 20th, 1851, and educated in the public schools of the city,

that he came to the notice of the officers of the bank. He displayed good business discretion, sound judgment, and capability rarely found in so young a man. This was rewarded in 1886, when, upon the death of Cyrus P. Lee, Mr. Donaldson succeeded him as secretary and treasurer. Mr. Donaldson took up the duties of that office in November of 1886.

Mr. Donaldson's incumbency of the position of secretary and treasurer continued from 1886 until 1908, a period of time during which the Erie County Savings Bank became the very first banking institution of the city, no small part of the credit for which was directly due to the subject



ROBERT S. DONALDSON

of this sketch. In 1908, upon the death of David R. Morse, Mr. Donaldson was elevated to the position of president, the highest office within the gift of its directorate.

Mr. Donaldson has been scarcely less active in the social life of the city than he has been in its business life. He is a member of the Buffalo, Elliott, and Park clubs, the Buffalo Chamber of Commerce, and other organizations upon which the social and business life of the city depends.

In 1876 Mr. Donaldson married Carrie Dodsworth, of this city.

The Buffalo Savings Bank, one of the State's foremost financial institutions, was incorporated by an act of the State Legislature May 9th, 1846, its incorporators being Albert H. Tracy, Millard Fillmore, John L. Kimberly, Noah H. Gardner, Francis J. Handel, Frederick Dellenbaugh, Jacob Seibold, Elijah J. Efner, Russell H. Heywood, Warren Bryant, Daniel Bowen, Isaac Sherman, William Tweedy, Hiram P. Thayer, Benjamin Caryl, Charles Townsend, Francis C. Brunnck, and Ernest G. Grey. All were prominent men of the time, and their association with the infant institution inspired the early confidence which has since grown to be absolute.

The first by-laws of the bank were adopted at a meeting of the trustees held at the office of Townsend & Coit June 2d, 1846. At this time its far-seeing directors anticipated a

system that has recently been agitated by modern bankers—that of dividing the depositors into two classes, those having less than four hundred dollars on deposit to receive five per cent per annum and those having in excess of four hundred dollars to receive four per cent per annum. This system has recently been urged by State Superintendent of Banking Kilburn, in itself a tribute to the liberal business qualities of the early directors of the Buffalo Savings Bank.

Charles Townsend was chosen the first president of the bank. On January 19th, 1848, Russell H. Heywood was chosen to fill the vacancy caused by the death of Mr. Townsend. On February 7th, 1859, Albert H. Tracy was elected president, his death occurring the following September. Elijah D. Efner, one of the original board, was chosen to succeed Mr. Tracy. Mr. Efner resigned in September of 1863, being succeeded by Edward L. Stevenson, whose resignation was tendered in May of the following year. Warren Bryant was elected president in June of that year, and continued in office for a long term of years, his death occurring in 1893, when Edward Bennett was elected to the position, filling it until January 2d, 1898, when he resigned. Jewett M. Richmond was then chosen, but his death occurred in 1899 and his tenure of office was but one year. In April, 1899, Spencer Clinton, the present incumbent, was chosen to the presidency.

May 1st, 1852, the bank moved into quarters in a building it had purchased on the west side of Main Street, just south of Court Street; the lot, twenty-three feet front, costing four thousand six hundred dollars and a four-story brick building costing twelve thousand dollars. On January 25th, 1865, the building was destroyed by fire, and soon afterwards the property on the northeast corner of Washington and Batavia (now Broadway) streets was purchased, and a brick building, which stood on the premises, was occupied. This building was later torn down and a handsome new brownstone structure erected, the bank occupying its new home May 1st, 1867. There the bank remained until it was removed to its present palatial home at the junction of Main, Genesee, and Huron streets, one of the finest banking homes in the world.

Architecturally the present home of the bank typifies the great strength of the institution and its general solidity. It is of the dignified style of architecture that unfortunately is far too rare with American builders and contributes greatly to the architectural beauty of Buffalo. The building is fitted throughout in a most luxurious manner and every convenience is offered to patrons of the bank. The cost of the land, building, and its appointments was six hundred and fifty thousand dollars.

The present officers of the bank are: president, Spencer Clinton; first vice-president, Robert Keating; second vice-president, E. Corning Townsend; secretary, Edward G. Becker; assistant secretary, Julius Ehrlich; attorney, DeWitt Clinton; trustees, Spencer Clinton, Robert Keating, William H. Glenney, E. Corning Townsend, George Bleistein, Edwin G. S. Miller, Edward G. Becker, Seymour P. White, Seth S. Spencer, Charles E. Walbridge, John L. Clawson, C. Breckenridge Porter. In the statement issued January

1st, 1908, the bank showed assets of \$2,869,784.24 and a surplus of \$1,789,164.38. The number of open accounts aggregates 49,012.

Spencer Clinton, one of the most distinguished legal men of the State, president of the Buffalo Savings Bank, and prominently identified with every movement that has had as its motive the welfare of the city, is a native of Buffalo.



THE BUFFALO SAVINGS BANK

He was born June 29th, 1839, of most illustrious parentage. He is a grandson, on the paternal side, of De Witt Clinton, mayor of New York City, Governor of the State of New York, United States Senator, and the "father of the great Erie Canal." His grandfather on the maternal side was John C. Spencer, Secretary of War under President Tyler, and a very prominent jurist of his time. The father of the subject of this sketch was also a most distinguished man, one of the ablest lawyers of his time and for more than a quarter

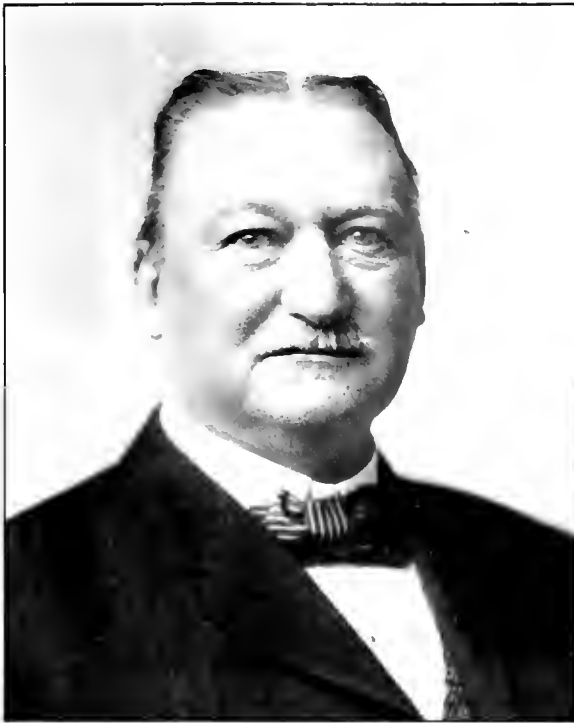
of a century judge and chief judge of the Superior Court.

Mr. Spencer Clinton received his education in public and private schools in the place of his nativity, Brockport, and Albany. He determined to study law, and entered the offices of Solomon G. Haven and later studied under William Dorsheimer, being admitted to the bar in the October term, 1860, he being at that time twenty-one years of age.

Shortly after the beginning of his career as a lawyer he was appointed Assistant United States District Attorney under his former preceptor, William Dorsheimer. He performed the services of this position very creditably for several years, at the conclusion of which he formed a partnership, in 1868, with Charles D. Marshall for the general practice of law. Others were admitted to the firm from time to time, but the original partnership was continued until the time of its dissolution, January 1st, 1899. In March of that year Mr. Clinton was elected to, and accepted, the presidency of the Buffalo Savings Bank, one of the State's foremost financial institutions.

Mr. Clinton was one of the organizers of the Buffalo Law School, and has always taken a most active interest in its welfare. He served with commendable zeal as attorney for the Grade Crossings Commission, to which he was appointed in 1887. He is a trustee of the Buffalo Savings Bank in addition to his duties as president, was formerly a director of the Third National Bank, and is, at the time of this writing, a director of the Market Bank. He has been the managing director of three large estates—those of H. A. Bennett, S. S. Jewett, and Chandler J. Wells,—and has been the representative of the C. J. Wells and Bennett elevators in the Western Elevating Association.

Mr. Clinton has never entered much into public life. Once he was induced to take the Democratic nomination for State Senator, and, though the opposition press frankly conceded his superior fitness for the place, he was defeated by the extraordinary activity of the opposition in a campaign in which he carried on his canvass quietly and solely on his merits. In 1896 the Democratic Convention nominated him by acclamation for the position of Associate Judge of the Court of Appeals.



SPENCER CLINTON

Mr. Clinton is a prominent member of the Buffalo Club, having been its president in 1885. His religious affiliation is with the Episcopal Church, and he is an active member of Saint Paul's Church.

Edward G. Becker, secretary of the Buffalo Savings Bank and prominent in the city's industrial development, has won his laurels in the city of his nativity. He was born in this city October 22d, 1852. He received his education in the schools of the city, graduating from the old Central High School with the class of 1869.

Soon after his graduation he became associated with the German Bank, entering its employ September 1st, 1871. Six months after the institution had been incorporated. He held all the positions of trust in the bank and file of the German Bank, and on the first of January, 1878, his faithfulness and integrity were rewarded, he being made cashier of the institution. He remained at that post until January 1st, 1881, when he was retained as receiving teller of the Buffalo Savings Bank and cast his lot with an institution destined to be one of the greatest in the State. In 1893 he was appointed assistant secretary, which position he held until 1902, when he was named secretary of the bank at a meeting of the board of directors. He began his tenure of office October 22d, 1902, the fiftieth anniversary of his birth. He still retains that position. He was elected a trustee of the bank October 5th, 1903.

Aside from his banking associations, Mr. Becker is president of The Buffalo Co-Operative Brewing Company, one of the largest brewing enterprises in the Eastern States. His public service has been most creditable, he having served on the Civil Service Commission during the Diehl admin-

istration and also on the Union Station Commission in 1906. He is a member of the Buffalo Club, the Chamber of Commerce, a life member of the Orpheus, a member of the Buffalo Automobile Club and the American Automobile Association, and is very prominent in Freemasonry, being a Free and Accepted Mason of the thirty-second degree.



EDWARD G. BECKER

His religious associations are with the Lutheran Evangelical Church, and he served as chairman of the building committee when the beautiful new church of the Evangelical Holy Trinity Lutheran congregation was erected on Main Street, above North.

On May 20th, 1875, Mr. Becker was married to Bertha Hettrich of this city.

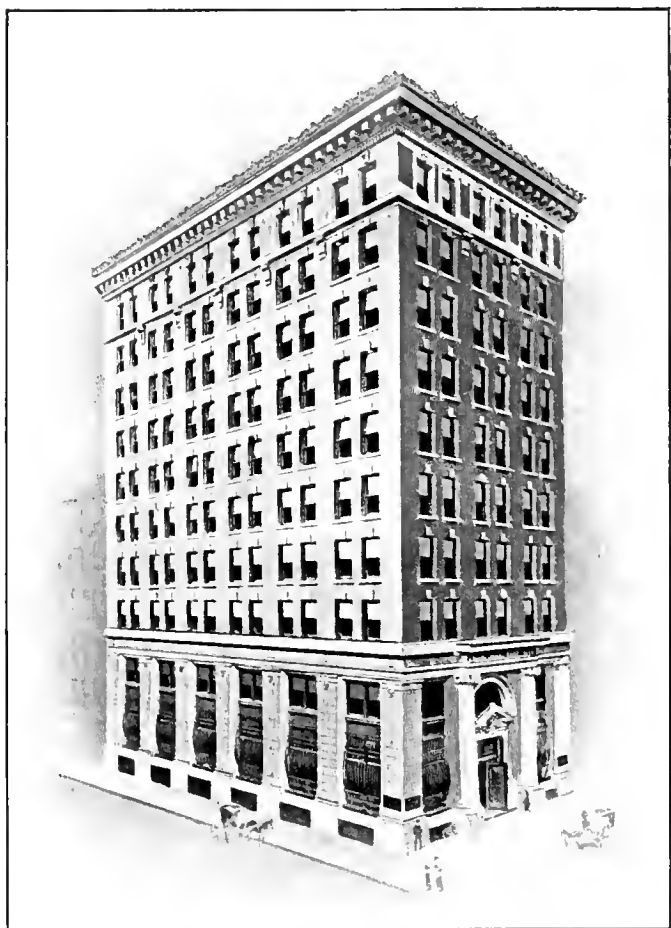
The Fidelity Trust Company. Buffalo has always prided herself on her strong financial institutions. At the beginning of the financial stringency which is even now, at this writing, hampering the world of industry, the manner in which Buffalo's banks came to the fore with encouragement and assistance was the marvel of the business world. The richest cities in America, including Pittsburg and New York, found our city's financial strength a strong arm to lean upon.

Among the principal contributors to this strength and soundness has been The Fidelity Trust Company, an institution in which every loyal Buffalonian takes pride. Today it occupies a beautiful business home, and its beneficial influence is felt in every branch of the city's trade and industry.

Sixteen years ago there were few trust companies in western New York—a fact which, in 1892, led some of the city's foremost men to project one. In that year Mr. George V. Forman, Mr. John Satterfield, Mr. John J. Albright,

Mr. Franklin D. Locke, and some other prominent citizens applied for and received a charter to do a trust company business in this city.

On the morning of May 11th, 1893, The Fidelity Trust and Guaranty Company of Buffalo, New York, opened its doors for business; and it is interesting to note that within the following few months four hundred and ninety-nine new accounts were opened. The first business home of the trust company was on the ground floor of the Erie County Savings Bank Building, at the corner of Main and Niagara streets. The officers for the first year were: president, George V. Forman; vice-president, George S. Field; second vice-president, James R. Smith; secretary, T. S. McFarland.



THE FIDELITY TRUST COMPANY

In January, 1901, Mr. McFarland resigned on account of ill health, and Mr. E. D. Wheeler was elected to fill that vacancy. This position Mr. Wheeler occupied until his death, October 27th, 1904, when the present secretary, Mr. Edgar A. Taylor, was elected to the office.

During the fifteen years of its existence the company's growth has been steady, healthful, and remarkably consistent, and today it is recognized as one of the strongest financial institutions in New York State.

That it enjoys the confidence of the public is quite evident from the fact that it has been appointed executor and administrator of many very large estates. In the manage-

ment and administration of the many trusts committed to its care the company has always been very successful, and has proven the advantages of having a trust company rather than an individual act in this capacity.

In 1901, finding that its banking offices were too small to accommodate its increasing business, the company purchased the property at the northwest corner of Main and Swan streets and erected thereon a magnificent bank and office building, so beautiful in design and of such size that it immediately became one of the show places of Buffalo. The whole of the ground floor is occupied by the banking offices, and the remaining structure is occupied by the business homes of some of the city's most prominent professional men. That it was built well is evidenced by the fact that though many office buildings have since been constructed, the Fidelity Building is still the most modern office building in Buffalo.

On April 15th, 1901, for the sake of brevity, the company changed its name to The Fidelity Trust Company of Buffalo, New York, and as such it is now known in the banking world. The officers of the company have always shown themselves to be liberal, broad-minded men, ready at all times to consider the best interests of its patrons and the city. Special mention should be made of the public-spirited attitude taken by them when approached by the trustees of the defunct Empire State Savings Bank and requested to act as receiver for that institution. The company's magnificent offer to liquidate the affairs of that concern without compensation stands as a striking contrast to the exorbitant charges of politically appointed receivers, causing so much discussion at this time.

The earning power of the company is well shown by the fact that it has paid to its stockholders \$485,000 in dividends and to its depositors over \$2,400,000 in interest, besides earning a substantial surplus. Ten years ago the total assets of the company were \$4,690,534.56; today they are \$7,947,514.48.

The officers of the company at this writing are: president, George V. Forman; vice-president, Robert L. Fryer; second vice-president, John M. Satterfield; secretary, Edgar A. Taylor; assistant secretary, Myron S. Hall; assistant secretary, Walter L. Curtiss; trust officer, G. D. Sears.

A. J. Wright & Company, Bankers.—This firm is largely contributory to Buffalo's growing fame as a financial center, and has from 1865 been closely identified with transportation and financial interests covering the entire State.

The firm was originally established at the corner of Whitehall and Pearl streets in New York, and on Central Wharf, in this city, in 1865, under the firm name of Preston & Wright, the junior member being Mr. Alfred P. Wright, the father of Albert J. Wright, the present head of the business. Since that time the firm has been continuously identified with the Empire State's transportation and banking interests, and three generations of the Wright family have been partners in the business—Mr. Alfred P. Wright, Mr. Albert J. Wright, and Mr. A. B. Wright.

ALBERT J. WRIGHT, the senior partner, was born August 24th, 1858, in Oswego, New York, the son of Alfred P.

Wright, the descendant of an old English family that came to America in colonial days. One of the illustrious members of the elder family, and a contemporary of Webster,



ALBERT J. WRIGHT

Calhoun, and Clay, was the Honorable Silas Wright, a United States Senator, once Governor of New York State, and, throughout his life, a distinguished public man and statesman.

At the age of eight years Mr. Wright came to Buffalo with his parents and received his early education in the city's public schools. Later he received a course of training at Professor Horace Briggs's Classical School, preparatory to a course in Wesleyan University at Middletown, Connecticut. Returning to Buffalo in 1878, he entered the offices of Preston & Wright, then engaged in the banking business and the handling and transferring of grain.

In 1880, upon the retirement of Mr. Preston, Mr. Wright became the junior member of the firm, and the title under which the business was carried on became A. P. Wright & Son. For ten years this partnership continued, being dissolved in 1890, when the elder Wright retired, leaving control of the business to his son. Since that time it has been carried on under its present title,—Albert B. Wright, the son of the senior member; John J. Dixon, of Toronto, Canada, and George L. Baldwin, of Syracuse, New York, being associated.

The firm has for many years maintained branches at Toronto, Canada, and Syracuse, New York, where they are foremost in those respective financial fields. A general brokerage and commission business has been done upon the New York Stock Exchange, the New York Cotton Exchange, the New York Coffee Exchange, and the Chicago Board of

Trade, in all of which institutions the firm has membership. Investment securities of all classes are also extensively dealt in. Mr. A. J. Wright has been for the last twenty-five years the only resident of Buffalo holding a seat in the New York Stock Exchange. The local offices of the firm are at 35 Erie County Savings Bank Building and in the Ellicott Square.

In 1884, at the age of twenty-six, Mr. Albert J. Wright was elected president of the Buffalo Merchants' Exchange, being the youngest man ever chosen for that position. He subsequently served upon its board of trustees for several years, and for a number of terms was president of the Buffalo Board of Trade. His interest in the Buffalo Public Library has always been a strength to that institution, and he served for some time as a member of its board of trustees. Mr. Wright was one of the founders and incorporators of The Commonwealth Trust Company, and he is now one of its directorate. He has always been prominent in Buffalo club life, and was one of the incorporators of the Country Club, of which he is still a member. His club memberships extend also to the Buffalo, Saturn, Ellicott, and Buffalo Yacht clubs, the most exclusive organizations of their kind in the city.

On September 25th, 1878, Mr. Wright married Gertrude Bent, of Middletown, Connecticut, a daughter of the Honorable Bartlett Bent, for many years a distinguished Republican leader in his State. Mr. and Mrs. Wright have four children—A. B. Wright, Parke Wright, and Anne Louise Wright, of Buffalo, and Mrs. Augustus G. Porter, of Niagara Falls, New York.

Meadows, Williams & Company.—This company was formed in 1903, being established to conduct a banking and brokerage business, with memberships in



HAROLD G. MEADOWS

the New York Stock Exchange and the Chicago Board of Trade. It has firmly established itself as being one

of Buffalo's leading and most reliable concerns. Its membership consists of Harold G. Meadows and Gibson T. Williams, of Buffalo, and Clarence DeWitt, of New York City. In 1905 the bond and local securities business established by John T. Steele was consolidated with this firm, Mr. Steele having entire charge. In the same year they established an office at Hamilton, Ontario, for the purpose of looking after their Canadian clientage. The business has rapidly developed, and their offices on the second floor of the new Fidelity Trust Building occupy nearly the entire second floor, with a statistical department on the sixth floor.

Their equipment for furnishing complete information regarding investments and giving the best of service to their customers is equal to any of the large banking houses in New York City and second to none in the country. Their well-known conservatism in the selection of securities has given them a clientele of the most representative and careful investors. They have acquired an enviable reputation for straightforwardness and businesslike methods in the conduct of their business and in their dealings with the investing public of which they may well be proud. Their business, accordingly, has grown, and they undoubtedly deserve the success they have achieved through the conservative methods they have adopted.

John T. Steele, who is one of the best-known bond men in this vicinity, was born in the city of Buffalo about forty years ago, and has resided here almost continuously ever



JOHN T. STEELE

since. His education in the banking business, as well as in the investment line, is very thorough. Twenty-five years ago he entered one of the Buffalo banks; and by energy and application successfully occupied about every position

therein. He also conducted for some years the banking department of a large bond concern, which added in no small measure to his thorough knowledge of banking and bond affairs in general.

Of late years he has been engaged entirely in the investment business, for some time handling for his own account government, municipal, and high-grade corporation bonds. It was only after the most careful investigation into the worth of a security that it was offered to the investing public, and his excellent judgment enabled his clients at all times to secure the most desirable investments in the market at lowest prices.

In 1906 he associated himself with the well-known and highly esteemed firm of Meadows, Williams & Company, bankers and brokers, in this city, also members of the New York Stock Exchange and Chicago Board of Trade. He has full charge of the bond and local securities department, which cannot fail to be anything but a success under one who brings to it the benefit of a thorough understanding of the needs of the investing public, especially those who desire to put their money into securities for permanent investment. Mr. Steele is always pleased to give information to intending investors, and his good judgment can be relied upon to the fullest extent.

John H. Baker, one of the leading factors in Buffalo's business life, particularly in the city's real estate and industrial development, is a native of New York State, having been born in East Springfield, Otsego County, April 9th, 1873. His father is the Reverend E. Folsom Baker, of Cold Spring Harbor, Long Island, who, on leaving college, was for four years secretary of legation at the Netherlands, and on returning to this country entered the General Theological Seminary in New York City. He graduated in 1858, and has since been in active service in the Protestant Episcopal Church.

The younger Mr. Baker received his education in Saint Paul's School, Garden City, Long Island, and immediately after graduation entered into business life with The Atlantic Mutual Marine Insurance Company, of number 51 Wall Street, New York City. His association with that firm continued until February 4th, 1893, when he came to Buffalo, which city has since been his home.

Mr. Baker first entered into the real estate business with Mr. William B. Cutter, a business firm that launched some great real estate prospects that have since developed into Buffalo's greatest industrial and residential sections. Six years ago this business association was discontinued, and Mr. Baker embarked for himself in the investment security business, which has been marked by a singular growth and flattering success. His business home is in extensive offices at number 614 Ellicott Square, where he represents the large firm of Spencer Trask & Company, of New York, and directs his personal business, which consists of large real estate and industrial holdings. His services to the city, first as a member of the Chamber of Commerce and later as one of its trustees and chairman of the membership committee, have been particularly valuable.

He is also well known as a clubman, being a member of the Saturn Club, the Wanakah Golf Club, the Idlewood Club, and Saint Paul's Club. As a trustee of the Church



JOHN H. BAKER

Home on Seventh Street, and of Saint Margaret's School he has given unselfishly of his time to the furtherance of the city's church and educational interests.

October 24th, 1900, Mr. Baker married Miss Blanche Hutchinson, a daughter of E. H. Hutchinson, of this city. The Baker family home is at number 976 Delaware Avenue.

Charles W. Pardee is a son of Myron Pardee, of Oswego, New York. He received his college training in the Pennsylvania Military College at Chester, Pennsylvania, graduating from that institution in 1872.

After leaving college he entered into business life, engaging in an extensive malting business in Oswego.

In 1877 he married a daughter of George B. Gates, and in 1888 came to Buffalo, where he engaged in the lumber and banking businesses. Since that time he has been prominently identified with the city's greatest financial institutions.

He has been chairman of the finance committee of the Bank of Buffalo since 1888, and was one of the founders of The Commonwealth Trust Company and the Market Bank of this city. He is still a member of the Board of Managers of the former, and, at the present time, is vice-president of the latter company.

Of late years Mr. Pardee's activities in business have lessened in favor of increased activity in hospital work. In the pursuit of hospital study he has visited nearly all of

the foreign countries, including Japan. In the year 1904 he became president of the Buffalo General Hospital, his services being such that he was reelected in October, 1907. He still continues in that position and can be seen daily at that institution. About two thirds of his time at present is given up to hospital management, work, and study, but he has found much time for foreign observation, and it is doubtful if Buffalo contains a more traveled person than the subject of this sketch.



CHARLES W. PARDEE

Though not a clubman in a general sense, Mr. Pardee is a member of the Buffalo, Country, and Park clubs and other associations in Buffalo.

The Buffalo German Insurance Company. While other communities have been wrestling with their insurance problems, Buffalo has for many years been most favorably situated in this respect, in having several sound insurance organizations within her own confines, whose officers are widely known and whose methods are exemplary. Foremost among these is The Buffalo German Insurance Company, one of the oldest organizations in the city.

The company was established in 1867, and its career has been, from the very first, one of uninterrupted prosperity. At the present time it is rated high among the country's great insurance organizations and the very mention of its name suggests a standard of merit.

On the first day of January, 1868, just a year after its organization, the statement of the company showed assets of \$118,738.88; net surplus \$1593.94; losses paid during the previous year, \$25,705.96. The statement of the company on January 1st, 1908, showed a capital and surplus of



THE GERMAN INSURANCE BUILDING

\$1,707,466.63; cash capital of \$200,000; reserve for reinsurance, \$602,237.59; reserve for unpaid losses, \$29,474.48; net surplus over all liabilities, \$1,507,466.63; thus making assets of \$2,339,178.63. The company is operating under the safety fund law of the State of New York, issues safety fund policies, has a special reserve fund of \$200,000 deposited with the State Insurance Department, and a guarantee surplus fund of the same amount (\$200,000), as required by law.

The present officers of the company are: president, John G. Wickser; vice-president, Edwin B. Eggert; second vice-president, Frank Noell; secretary, Charles A. Georger; assistant secretary, Fred C. Haupt; general agent, Charles J. Herbold; special agents, John S. Beer, Edward F. Clark, and Henry M. Miller.

Charles C. Grein. To rise high in the real estate business a man must have a keen sense of values, everlasting energy, and sterling integrity. Charles C. Grein, of Grein & Company, 200 Pearl Street, entered the real estate business in the boom times of the early nineties and has weathered every storm, his business steadily increasing, until now he is numbered one of the foremost real estate

brokers and experts in the city. The conclusion must be he fills all the qualifications.

Mr. Grein was a young man when he entered the real estate field. That was in 1892, when speculation was rife and land prices were booming. Although only twenty-two years old, Mr. Grein had spent six years in the employ of commercial houses, and a natural business aptitude had been well trained. His modest venture in real estate prospered, and his foresight kept him from becoming involved in the wild ventures that three or four years later swamped so many older men. Grein & Company came out of the depression stronger than they went in. Since then the firm has risen steadily. In 1896 it moved from its first home at 50 West Eagle Street to larger offices at 192 Pearl Street; thence in 1903 to still larger quarters at 218 Pearl Street. In 1907 Mr. Grein leased for a term of years the entire building 200 Pearl Street and had it remodeled into as modern a real estate office as can be found anywhere. This building the firm now occupies.

The establishment is complete in every detail. On the ground floor are the general office and renting bureau, the offices of the salesmen,



CHARLES C. GREIN

and Mr. Grein's large private office. On the second floor are the farm department, library, map room, and filing rooms. Grein & Company are reported to have the best follow-up system in the country. Their house selling department is noted for producing immediate results.

Mr. Grein was born in Buffalo July 16th, 1870. His education was obtained in the public schools of this city. Naturally Mr. Grein's circle of friends is large, and he is identified with a number of social and business organizations. He is a member of the Ellicott Club; of the Chamber of Commerce; of Buffalo Lodge, Number 23, B. P. O. E.; of William McKinley Lodge, Knights of Pythias; and of the First Congregational Church. He is interested in music and is a member of the Guido Chorus and other musical organizations. In politics Mr. Grein is an active Republican, and he has held office in the party organization.

Mr. Grein married Marion Ingram Ferguson, daughter of the late John I. Ferguson, of this city.

Knoll & Turgeon.—Buffalo takes pride in her great factories and manufacturing industries scarcely more than she does in her strictly business partnerships, most of which are in a good, sound, prosperous condition at all times. No one firm is a source of more pride than that of Knoll & Turgeon, engaged in the general insurance and adjusting business, the largest of its kind in western New York, if not in the State. The firm's directorate includes two of the city's younger business men, the type of men upon whom the future of the city depends entirely. The business of the concern covers twenty-two counties, with headquarters in Buffalo and a large branch office in Rochester, and embraces the accident, health, liability, automobile, and fire branches of insurance.

As an example of almost unprecedented growth, one has but to consider its humble start and make comparisons with its status today. At its inception in 1897 by Augustus H. Knoll, it employed but one person and covered only accident insurance in one (Eric) county. Now there are in the pay of the Buffalo and Rochester offices twenty-six employees. Two hundred and sixty agents are scattered throughout twenty-two counties, and the firm's scope includes accident, health, employers', public, vehicle, automobile liability, and floater fire and theft, also property damage insurance. The main offices of the concern are located in the Brisbane Building, one of the best-equipped and most conveniently appointed suites to be found in western New York. Its close association with The Etna Life Insurance Company, an institution that stands preeminent among the large insurance companies of the world, gives Knoll & Turgeon special prestige in business circles.

The firm is in an especially prosperous condition at the beginning of the present year, and is one of the few institutions in the city that have apparently not felt the general depression now extant. During the past year not only has it not been found necessary to dispense with a single employee's services, but the firm has added several to its staff. The business throughout all the financial stringency has shown the same steady normal growth, and during the

year 1907 showed an increase of forty-seven per cent over its business of the previous year.

AUGUSTUS H. KNOLL, the senior member of the firm, was born at Montrose, Pennsylvania, July 13th, 1871, and received his early training in the schools of that place. In 1893 Mr. Knoll came to Buffalo, where he became associated with the firm of Sweet & Jehonnot, then agents for Spalding's athletic goods and Victor bicycles. He continued with that firm until 1895. During 1894 he was president of the Press Cycling Club. In 1895 he was appointed manager for the local agency of The Indiana Bicycle Company, handling the Waverly bicycle in this city and surrounding country. In October, 1897, he resigned from that



AUGUSTUS H. KNOLL

position to become the manager and adjuster for The Etna Life Insurance Company, in the accident and health departments. Continuing for two years in that capacity, he formed the partnership with Mr. Turgeon which continues at the present time. In addition to this connection, he was at one time president of The Buffalo Hardware Manufacturing Company, president of Dopp & Son, and also sole owner of The Buffalo Cab Company.

He is a prominent member of the Buffalo Automobile Club, and served during the year 1905 as its president, he being the second to hold that office. He was for two years president of the Buffalo Automobile Racing Association, and a director in the New York State Automobile Association for five years. He was chairman of the Buffalo Automobile Show for two years. His fraternal affiliation is with Washington Lodge, Free and Accepted Masons, of which he is junior master of ceremonies, and Cibola Council of the National Union, of which he is an ex-president, also

Keystone Chapter, Keystone Council, Hugh de Payens Commandery, the Grotto, and the Shrine.

MAJOR NEWTON E. TURGEON, junior member of the firm of Knoll & Turgeon, was born in Shrewsbury, Vermont,



MAJOR NEWTON E. TURGEON

July 3d, 1869. He received what training the schools of his native town afforded, supplementing that with a course of study in Black River Academy, at Ludlow, Vermont, and in Bryant & Stratton's Business College in Boston, Massachusetts. In 1889 he entered the employ of The Pope Manufacturing Company, then the premier bicycle manufacturers of America. He remained in the Boston office of this concern but six months, where his capabilities became so plainly apparent that he was sent into the important Chicago market as special agent. Five years later he came to Buffalo as resident manager of the Buffalo branch of The Pope Manufacturing Company. This agency he conducted until 1897, when he became associated with The George N. Pierce Company as manager of their extensive bicycle business. In 1899, as before described, he entered into partnership with Mr. Augustus H. Knoll.

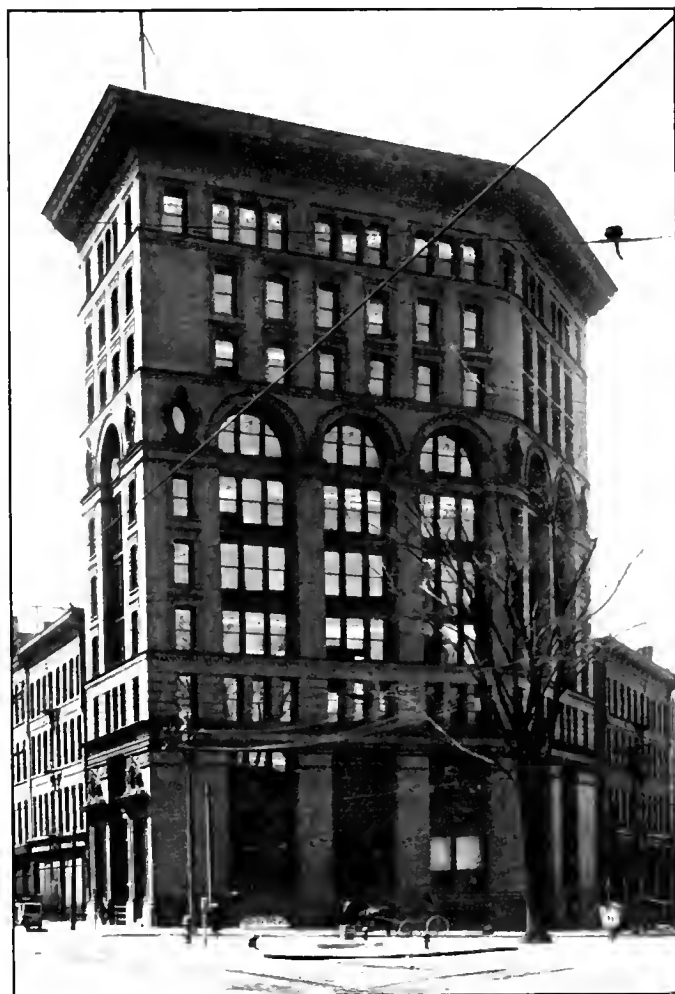
Major Turgeon is very prominent in local military circles and is vice-president of the National Guard Association of the State of New York. It has been partly due to his efforts that the local branches of the National Guard have attained such a high degree of efficiency. He enlisted in Company F, First Illinois Regiment, as a private soldier, December 30th, 1889; was promoted to corporal two years later, and then served as quartermaster sergeant without rank for some time. In 1893 he took his honorable discharge from that organization, and, changing his business location to Buffalo, was, on December 22d, 1896, elected second lieutenant of Company H, Seventy-fourth Regiment,

N. G. N. Y., promoted to first lieutenant December 28th, 1897; elected captain, December 10th, 1898; and on July 13th, 1903, was elevated to major, being assigned to the Second Battalion.

Major Turgeon's interest in bicycle sports has always been keen. He was connected, for many years, with the National Cycling Association, at first as a member of its board of control and later as a member of its board of appeals. During his service on these respective boards he was closely identified with many of the world's greatest bicycle race meets.

His fraternal affiliation is with Queen City Lodge, Free and Accepted Masons.

R. G. Dun & Company, The Mercantile Agency, with its principal offices in New York City and branch offices all over the world, is, without doubt, the most comprehensive enterprise of its kind in the whole world. America's supremacy in trading is, of course, largely due to her superior resources



THE DUN BUILDING

of every kind, her great mining fields, and her extraordinary natural possibilities. However, no small degree of her greatness is due to this marvelous system, introduced and

perfected by R. G. Dun & Company, which makes legitimate trade safe, and minimizes its loss.

The company started in 1841, in a very small way, and was instituted as a means of gathering credit information and pooling the expense, a phase that became essential with our rapidly growing commerce. From its humble start it has grown until it now has under salary several thousands of managers, clerks, and traveling reporters, and maintains two hundred and four offices throughout the world. It has as its patrons, under yearly subscription, the leading manufacturers, wholesale and jobbing houses, and bankers in the United States and Canada, and controls a great volume of business in its European adjuncts, which is confined to furnishing reports upon the standing of American importers.

The company maintains a great chain of offices that includes all the principal cities of the United States, and at an expense of three million dollars yearly the company is enabled to keep under constant revision the standing of some fifteen hundred thousand traders of the continent, embracing every branch of commerce and industry.

This immense fund of information is at the finger tips of all the company's patrons, and this is supplemented by the advice of the hundreds of managers, most of whom have been in the employ of the company for many years, and whose advice in the matter of credits is invaluable. The company is directly in touch with upwards of one hundred thousand correspondents, who, together with the host of traveling reporters attached to each branch office, keep the parent office informed of all business changes, revising the financial responsibility of existing firms, and reporting all new ones as soon as formed. Thus complete information on the solvency of traders is available for R. G. Dun & Company's patrons at all times.

In its original formation the concern was intended to serve only a few of the country's largest traders, in New York City. But gradually the exigencies of trade forced its enlargement, until its scope extended to other cities. In 1858 the number of offices was eighteen. During the war was a period of business stagnation, and no new offices were opened until 1866, when the company again became active, and in the interval between 1866 and 1880 sixty-two new offices were opened for trade. Since that time the number has gradually increased to two hundred and four, its present number. The number of names in its reference book has increased accordingly, with the growth of the company and its improved facilities. Since 1880 the number of names has trebled; hence its patrons are given threefold better service today than in that comparatively short time ago. The company has so extended its scope that now its information is available to patrons in all communities of any size in the United States, Canada, Europe, Cuba, Mexico, South America, Australia, and South Africa.

The Buffalo office, one of the company's most model adjuncts, is located on the ground floor of the beautiful Dun Building, one of the most exclusive office buildings in the city, and situated at the corner of Pearl and Swan streets. John H. Smith is the local manager, which position he has held since he opened the Buffalo office forty-one years ago, and under him a large corps of clerks and traveling reporters is constantly engaged in revising the business standing of western New York houses.

The principal offices of the concern are located in the New York City Dun Building at number 290 Broadway, New York City, with suboffices at 103 East One Hundred and Twenty-fifth Street and printing house at 57, 59, and 61 Park Street, in that city.

MANUFACTURING INTERESTS.

THE Lackawanna Steel Company.—It should be of interest to all who are interested in Buffalo and her industrial progress to know something of the history of The Lackawanna Steel Company, located at West Seneca, New York, something of the achievements and the general upbuilding influence of the gigantic institution.

Elsewhere in this volume, combined with a history of The Buffalo and Susquehanna Iron Company, will be found some additional points relative to the beginning of The Lackawanna Steel Company that should prove educative to any desirous of information beyond that of the necessarily limited scope of this article. The operations of this company, all, in antecedent history, were conducted at Scranton, Pennsylvania. The first of the forebears to be mentioned are The Lackawanna Iron and Coal Company, and The Scranton Steel Company, the former in 1840 beginning to roll iron rails of the sections incident to that period, and changing to more modern ideas of rail manufacture as time and trial developed their efficiency, a Bessemer plant being installed in 1875 in deference to the demand for steel rails as an improvement over iron rails.

The Scranton Steel Company began operations in 1883 and was consolidated with The Lackawanna Iron and Coal Company in 1894, the two firms being conducted thereafter under the name of The Lackawanna Iron and Steel Company.

The business having outgrown the facilities at Scranton, and the enlargement of the plant being unavoidable if they would keep pace with their competitors, the stockholders, realizing the magnificent manufacturing and product-distributing advantages of Buffalo and the Niagara Frontier, were very quick to decide on this as the ideal location for their extended requirements, and so in 1899 began what was to be the greatest individual steel plant in the world, an institution whose tremendous influence on the commercial welfare and advancement of Buffalo was never so profoundly realized as during the extreme business and financial depression which began in November, 1907, and extended over the whole country.

This, the new company, was organized in 1902 and acquired the property of The Lackawanna Iron and Steel Company and purchased or obtained suitable working interests in the following properties in Lebanon, Pennsylvania: The Cornwall Ore Bank Company, the North Cornwall furnace and two Bird Coleman furnaces; the Cornwall & Lebanon Railroad, and also the Cornwall Railroad. Additional to its ore holdings in Pennsylvania, The Lackawanna Steel Company has a very heavy interest in extensive ore mines at Port Henry, New York, and is also assured of a practically inexhaustible supply of Besse-

mer ores for its Buffalo plant by direct and partial control of very important ore properties in the Lake Superior district.

Two other indispensable materials employed in the manufacture of steel, an assured supply of which cannot be left to chance, are coal and coke; and to safeguard its interests in this connection The Lackawanna Coal and Coke Company was organized to acquire twenty-two thousand acres of coal lands in Indiana and Cambria counties, Pennsylvania, and The Ellsworth Coal Company's properties at Ellsworth, Pennsylvania, were acquired last year, the latter having a producing capacity of several million tons yearly. Extensive coking plants are owned and operated by The Lackawanna Steel Company and constituent companies at Lebanon, Ellsworth, and Buffalo.

The Lackawanna Steel Company's authorized capital stock is sixty million dollars; issued, thirty-five million; par value, one hundred dollars per share. First mortgage five per cent convertible gold bonds, dated April 1st, 1903; authorized, twenty million dollars; issued, fifteen million dollars. Thirty-year first consolidated five, dated March 1st, 1905; authorized issue, thirty million dollars. Of these



THE BESSEMER STEEL WORKS IN OPERATION

bonds twelve and a half million dollars has been pledged for present needs to secure ten million dollars of five-year five-per-cent gold notes, dated March 1st, 1905, subject to call on any interest day at par; two and a half million dollars has been pledged for present needs to partially secure five million dollars two-year five-per-cent gold notes, dated March 1st, 1907, subject to call on any interest day at par; and fifteen million dollars is reserved to retire the fifteen million dollars first mortgage fives.

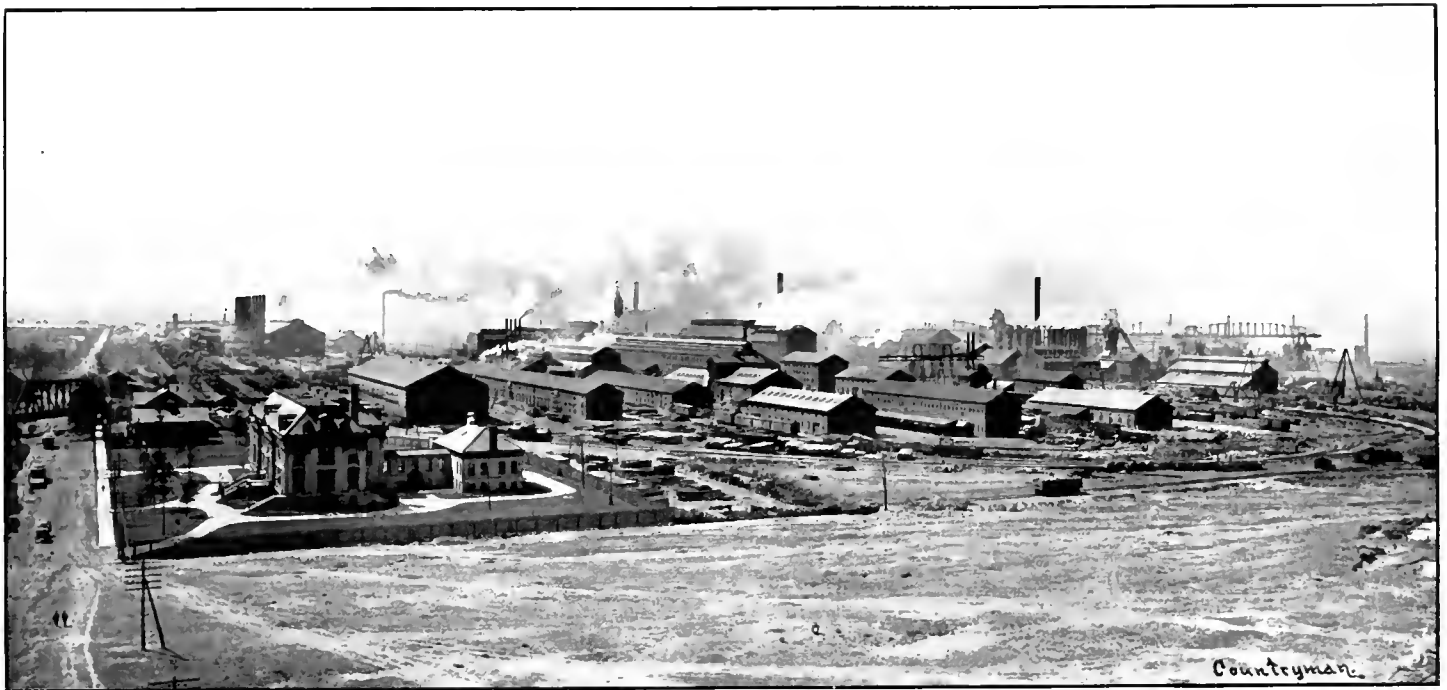
The officers at New York are E. A. S. Clarke, president and chairman of the board of directors; Moses Taylor, vice-president; Arthur J. Singer, assistant to the president; James P. Higginson, treasurer; F. E. Graham, secretary; Herbert Melvin, assistant treasurer and assistant secretary; H. Sanborn Smith, general sales agent; George F. McKay, traffic manager.

naces is largely used for power purposes. All active in 1907.

Bessemer Department. Built in 1903. Four ten gross-ton acid Bessemer converters and eight iron and spiegel cupolas. Product, ingots and castings, the latter for the use of the company only. Annual capacity, eight hundred and forty-five thousand tons.

Rail Mill Number One. Built in 1902-03. First steel rails rolled October 20th, 1903. Annual capacity, six hundred thousand tons.

Rail Mill Number Two. Rails are made on one side of the building and structural iron on the other. Built in 1902-04. First rails rolled July 5th, 1904; first structural shapes rolled September 15th, 1904. Annual capacity, one hundred and forty thousand tons of structural shapes, forty thousand tons of splice bars, and seventy thousand tons of twelve-pound to sixty-five-pound rails.



THE LACKAWANNA STEEL COMPANY

The officers at Buffalo are C. H. McCullough, Junior, vice-president and general manager; Marshall Lapham, comptroller; S. B. Sheldon, general superintendent; George F. Downs, assistant general superintendent; and John N. Allen, general purchasing agent.

Following is a descriptive list of departments:

Blast Furnaces: Seven. Numbers one and two, each eighty-seven by seventeen feet, were built in 1901-02; numbers three and four, ninety-four by twenty-four feet, were built in 1902-04; numbers four and five, ninety-four by twenty-four feet, were built in 1902-05; number six, ninety-four by twenty-two feet, was built in 1902-06; and number seven, eighty-five by twenty-two feet, was built in 1906-07. Product, Bessemer pig iron. Total annual capacity, one million eighty thousand tons. Molten metal from these furnaces is used in the Bessemer converters and open-hearth furnaces of the company. Gas from the blast fur-

Slabbing Mill. Built in 1903-04. Products: slabs, blooms, and billets. Annual capacity, two hundred and forty thousand tons.

Blooming Mill. Built in 1904-05. Product, billets. Annual capacity, three hundred thousand tons.

Universal Mill. Built in 1902-03. Product, universal plates up to forty-eight inches wide and shear plates up to seventy-two inches wide. Annual capacity, one hundred and fifty thousand tons.

Merchant Mill. Built in 1903-05. One eight-inch, twelve-inch, and sixteen-inch combination merchant mill. Product, all sizes and shapes of bars for car builders and agricultural implement and bolt manufacturers. Annual capacity, seventy-five thousand tons.

Continuous Sheet Bar and Billet Mill. Completed and put in operation in October, 1907. Product, sheet bars and

small billets. Annual capacity, one hundred and seventy-five thousand tons.

Open Hearth Steel Department. Eleven sixty-gross-ton Siemens basic open-hearth furnaces; first six built in 1903-04, with an annual capacity of two hundred and fifty thousand tons, and last five furnaces built in 1905-06, with an annual capacity of two hundred and fifty thousand tons. First basic open-hearth steel made September 26th, 1904.

The present producing capacity of all the rolling mills and steel works is 3,435,000 gross tons, divided as follows: 1,345,000 tons of steel ingots and castings; 540,000 tons of slabs, blooms, and billets, including forging blooms and forging billets; 175,000 tons of sheet bars and small billets; 670,000 tons of standard and light rails, and 405,000 tons of other finished products.

Iron, Steel, and Brass Foundries. The company owns and operates foundries at West Seneca for the manufacture of iron, steel, and brass castings. Annual capacity: six thousand tons of iron castings, thirty thousand tons of molds and stools, one thousand five hundred tons of open-hearth and Bessemer steel castings for its own use, and three hundred tons of brass castings; total annual capacity, thirty-seven thousand eight hundred tons.

South Buffalo Railway Company. The Lackawanna Steel Company owns The South Buffalo Railway Company, which operates thirty-five and one half miles of track, twenty-four locomotives, twenty passenger cars, and two hundred and seventeen freight and other cars.

Coke Ovens. The company also owns four hundred and seventy completed by-product coke ovens (one hundred and eighty-eight Otto-Hoffman and two hundred and eighty-two Rothberg) at West Seneca. In addition it controls two hundred and thirty-seven completed Otto-Hoffman and Rothberg by-products ovens owned by The Lackawanna Iron and Steel Company at Lebanon, Pennsylvania. These ovens have a total annual capacity of one million sixty-four thousand net tons of coke.

The Seneca Transportation Company. The company also has its own marine department in order to insure adequate and prompt delivery of such shipments as may be shipped via the Great Lakes or via canal. The post-office address of this boat company is West Seneca, New York.

The Franklin Iron Company. All of the stock of this company is owned by The Lackawanna Steel Company, the plant being located at Franklin Furnace, New Jersey, and the company owning six hundred and fifty acres of farm lands and about seven thousand acres of mountain lands.

Gas Engines. Among the noteworthy features of the prodigious young plant at West Seneca is its blast furnace gas engine department, the Lackawanna concern being the first in the United States to use the larger gas engines in considerable number in blast furnace operation and for generating electric power, these engines being operated with gas from the blast furnaces, and in return furnishing the necessary blast for the operation of the blast furnaces, sufficient additional gas being also available for the operation of an electrical plant of several thousand horsepower.

Rapid Blast Furnace Construction. Another important item of interest as exemplifying the ability of this plant to help itself along is that of the very rapid manner in which its last blast furnace, number seven, was constructed. From the time the digging began (September 15th, 1906), preliminary to laying the foundation of this blast furnace, only five months elapsed before its completion, the fires being lighted in the new stack on Tuesday, February 12th, 1907, an achievement probably not equaled heretofore in this country's history of such construction.

The Buffalo and Susquehanna Iron Company. — It is interesting, sometimes, to know what were the determining causes of, and what were the circumstances surrounding, the beginnings of enterprises which have grown into large institutions. Probably few are conversant with the facts which led up to the establishment in Buffalo of two great works which have become large factors in the industrial life of this city; and as both are associated more or less with a group of men who have done much for the Niagara Frontier, it is appropriate, perhaps, to mention some of the circumstances of the beginning of The Lackawanna Steel Company, as well as of The Buffalo and Susquehanna Iron Company, in this article, which relates more especially to the latter.

The founding of The Lackawanna Steel Company's plant at Buffalo preceded that of the Buffalo and Susquehanna Iron Company by three years, and came about as follows:

On March 23d, 1899, Mr. Walter Scranton and Mr. Henry Wehrum came to Buffalo with a letter of introduction from Mr. Cadwalader, the attorney for The Lackawanna Iron and Steel Company, of Scranton, Pennsylvania, addressed to Mr. John G. Milburn.

Hearing the nature of their business, Mr. Milburn telephoned to Mr. J. J. Albright, requesting him to come to his office to meet them. At that time they stated their thought of moving the Lackawanna plant from Scranton to Buffalo, and a general discussion of the plan there took place.

As Mr. Albright and Mr. William A. Rogers had recently been discussing the subject of organizing a steel plant to be built in Buffalo, the former asked that the latter be brought into the negotiations.

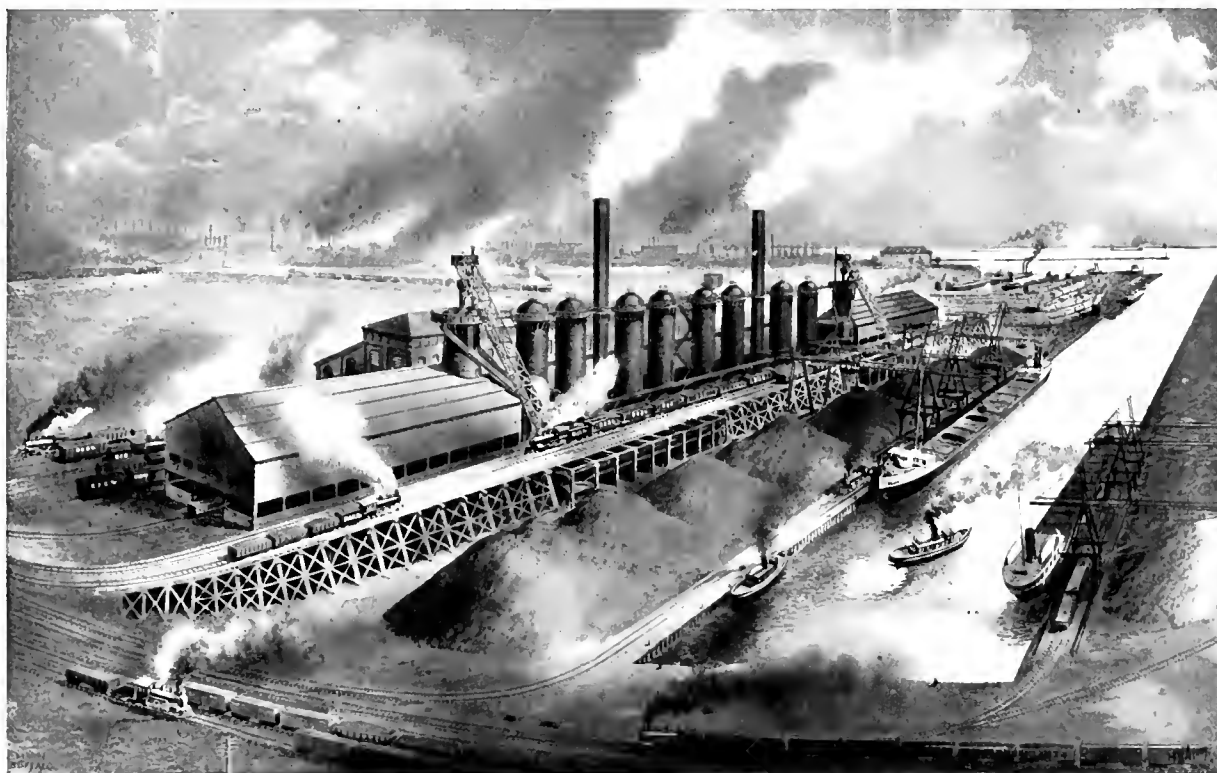
Mr. Rogers, happening to be in Cleveland on that day, was reached by telephone and requested to come back that night, so as to meet the party on the following morning. Meanwhile the question of a proper location was considered and the supposition reached that the best spot would be at some point down the Niagara River. This being submitted to Mr. Rogers, he pointed out to them that it would be many years before the improvement of that waterway would make it possible to float the large ore carriers to docks so situated, and, going to a map, pointed to the only available spot near Buffalo for a plant of that character and magnitude.

The same afternoon the party took carriages and drove to South Buffalo, where they walked over several miles of territory and selected the site. The purchasing of the property was put into the hands of Mr. Albright, and on

April first the first payment of one thousand dollars was made, to obtain an option on one of the pieces of property desired. During the month of April \$1,095,430.98 was paid for real estate, so that the whole transaction was practically closed in about a month from the time Mr. Scranton and Mr. Wehrum first came. At the time these negotiations were started General Edmund Hayes was at Jekyl Island, but returned about the first of April and gave valuable assistance in putting the project through. Mr. Milburn attended to the legal part of these negotiations, and as he was the president of the Pan-American Exposition, which was then being projected, the opinion generally prevailed that a site for the exposition was under consideration. This fact facilitated the getting of options at rates satisfactory to the steel company. During the month of April over two million

cal visits. Mr. F. H. Goodyear, hearing of the proposed trip, tendered the use of his private car for the occasion, which being accepted, an invitation was extended to Messrs. F. H. and C. W. Goodyear to join the party. Mr. F. H. Goodyear accepted, and was so impressed with the capacity of such a plant to produce tonnage for a railroad that he wished one established on the line of the Buffalo & Susquehanna Railroad.

The result of negotiations opened by Mr. Goodyear was that Mr. Rogers and the Goodyear brothers joined forces to create the institution, which, out of compliment to his associates, Mr. Rogers called The Buffalo and Susquehanna Iron Company. Mr. Hugh Kennedy, of Pittsburg, a person of large experience in the iron business, and a friend of President Rogers, was invited to become interested and



THE BUFFALO AND SUSQUEHANNA IRON COMPANY

dollars of the stock of the steel company was subscribed for by Buffalo interests, and that was largely increased when the capital was increased later.

Three years later the Buffalo and Susquehanna Iron Company came into existence as the fruit of a private car trip to Chicago, taken by some of these same men of Buffalo.

Rogers, Brown & Company's iron manufacturing interests include a plant of two blast furnaces located at South Chicago, Illinois, — a corporation known as The Iroquois Iron Company, in which Messrs. J. J. Albright, Edmund Hayes, and S. M. Clement, citizens of Buffalo, had been interested for several years, though they had never seen the property. Mr. William A. Rogers, vice-president of the Chicago company, accordingly invited these stockholders to accompany him on one of his periodi-

cal visits. This combination of large experience and abundant capital bore the natural fruit, an iron manufacturing industry which has been a credit to Buffalo.

Because of its having the most modern and perfectly equipped pair of blast furnaces at present in existence, this institution has attracted interested attention from ironmasters in this and other countries.

Technically speaking, the plant consists of two blast furnaces, each eighty feet high by twenty feet in diameter at the bosh, which dimensions have been found to be the best for the production of foundry iron from Lake Superior ores. These furnaces are located alongside a canal, built jointly by the Buffalo & Susquehanna and Pennsylvania Railroad interests and the iron company, which is two hundred feet in

width, and nearly three thousand feet long, with twenty-three feet depth of water, and which connects the furnaces with the outer harbor, so that ships of the largest size float their cargoes of ore underneath the unloading bridges. Of these unloading machines there are five, which are sufficient to unload a cargo of ten thousand tons in a few hours, each bucket grabbing and carrying back five tons at a single lift.

The particular claim of this institution to distinction lies in the ingenuity of the machinery employed to handle, without muscular effort, the thousands of tons of material which are daily handled at such a plant. Steam and electricity are the forces used, controlled by skilled men, who pull levers and touch buttons, so that from the time the iron ore leaves the mines of Minnesota and Michigan, the coke the ovens of Pennsylvania, and the limestone the near-by quarries, until the iron itself is unloaded in the distant customer's yard, the hand of man is not required to lift a pound of material.

These furnaces are each equipped with four stoves, which heat the air before it is blown into the furnaces, each stove being one hundred and two feet high by twenty-two feet in diameter, a network of fire-brick flues within.

The Susquehanna brand jumped into popularity from the start, and has found its place in foundries and mills from Maine to Minnesota.

The company has practically inexhaustible mines of iron ore in Minnesota and northern Michigan and large deposits of coking coal in Pennsylvania, attached to which is a modern outfit of coke ovens, built under its own supervision, supplying it in full with these important raw materials necessary to the manufacture of pig iron.

The present officers are William A. Rogers, president; Hugh Kennedy, general manager; S. M. Clement, first vice-president; C. W. Goodyear, second vice-president; and H. D. Carson, secretary and treasurer.

William A. Rogers.—Although not a native of Buffalo, there has been no more conspicuously active figure in Buffalo's business, social, and financial life since 1890 than William Arthur Rogers, the senior member of the firm of Rogers, Brown & Company. Mr. Rogers was born in Berkshire, Tioga County, New York, September 8th, 1851, the son of Doctor Melancthon Rogers and Mary Elizabeth Leonard Rogers. He was graduated from the Scientific Department of Yale University with the degree of Ph. B. in 1874.

For the first thirty-nine years of his life he resided principally in Cincinnati, Ohio, and after his graduation from college he engaged in the iron business in that city. In May, 1890, he came to Buffalo, and since that time he has been an important factor in the community. He has been exceedingly active in his great business concerns in working for the improvement of Buffalo's harbor, the Niagara River, and the Erie Canal, also in the management of the associations for young men. Aside from his association as the senior member of the firm of Rogers, Brown & Company, he is at the present time president of The Buffalo and Susquehanna Iron Company, The Tonawanda Iron and Steel

Company, The Puxsutauney Iron Company, The Rogers Iron Mining Company, The Niagara Iron Mining Company, and The Monro Iron Mining Company; vice-president of The Iroquois Iron Company, of Chicago, The Cascade Coal and Coke Company, and The Buffalo and Susquehanna Steamship Company. He is also director in The Cleveland Furnace Company, The Rogers-Brown Ore Company, the Marine National Bank, the Erie County Savings Bank, and a trustee in the Young Men's Christian Association. He is also a director of the Fine Arts Academy, in which he is much interested; is a charter member and director of the newly organized



WILLIAM A. ROGERS

American Iron and Steel Institute; and is active in many church and philanthropic organizations. His club associations are many, and he stands very high in the social life of Buffalo. He is a member of the Buffalo, University, Country, and Ellicott clubs, of Buffalo, and the exclusive Century Club, of New York City.

In 1884 Mr. Rogers married Eleanor Silliman, of New Haven, a daughter of Professor Benjamin Silliman, of Yale University. Mr. and Mrs. Rogers have three children—William Silliman, Alice Leonard, and Alden Rogers.

Hugh Kennedy, the subject of this sketch, is familiar to many of our readers as among the first of the ironmasters to recognize the geographical advantages of Buffalo for the establishment of industries devoted to the manufacture of iron and steel.

Belonging to a family of "iron men," it is but natural that he should find his place in the group of prominent furnace men of the present generation. Thomas Walker Kennedy, his father, who died June 4th, 1896, was a furnace

man, and in his day was probably the greatest mechanical engineer and furnace builder in this country. He introduced many improvements in the construction and operation of blast furnaces, and was said to be the first to produce one hundred tons of pig iron from a single furnace in twenty-



HUGH KENNEDY

four hours. His mother, Margaret Kennedy, nee Truesdale, died in August of the past year at the old homestead, Lowellville, Ohio, enjoying the esteem and respect of the entire community and the devotion of her children and grandchildren.

Hugh Kennedy's early experience was with his brother, Julian Kennedy, as assistant at the furnaces of The Carnegie Steel Company, Braddock, Pennsylvania. In 1881 he was appointed superintendent and afterward general manager of Isabella Furnaces, Etna, Pennsylvania, where he remained until they were taken over by The American Steel Hoop Company in 1899, when he was elected to be manager of its furnace department and a director of the company. At present he is general manager and a director of The Buffalo and Susquehanna Iron Company, whose furnaces are acknowledged to be models of construction in adaptability and concentration. He is president of The Cascade Coal and Coke Company, a subsidiary corporation, and vice-president and director of The Seneca Iron and Steel Company, that is now constructing its new plant at Blasdell, New York. He is a member of the American Institute of Mining Engineers.

Mr. Kennedy has served on boards of many institutions, and his recent election to the office of president of the Young Men's Christian Association of Buffalo and as a member of the board of managers of the Buffalo Historical Society would indicate that his activities are not wholly concentrated

in industrial channels. It will, no doubt, be interesting to many of his friends to learn that he is privileged to attach the title of LL. D. to his signature, that degree having been conferred on him by Cooper College, Sterling, Kansas.

He is the third of seven brothers, the history of six of whom in connection with blast furnaces in this country is probably without a parallel. In the order named they are Julian, the eminent engineer of Pittsburg, Pennsylvania; James, an attorney and member of Congress, now serving his second term as Representative from the late President McKinley's district in Ohio; Hugh, our present subject; Walter, now a mechanical engineer of Pittsburg, Pennsylvania; John H., general manager of Punxsutawney Furnaces, Pennsylvania; Samuel A., general manager Iroquois Furnaces, Chicago, Illinois; and Thomas W., Junior, president and general manager of Adrian Furnaces, Dubois, Pennsylvania.

A man of engaging personality and highest integrity, he has risen to the top of his profession. While not assuming to be an expert, he is an enthusiast at golf, and finds diversion in its pleasures at the Country Club on every favorable opportunity. His favorite recreation is to be in the company of his family, where he and Mrs. Kennedy find greatest enjoyment in directing the destinies of nine interesting children—four sons and five daughters.

William Tuttle Shepard, of Rogers, Brown & Company, one of the most prominent men in the iron and steel circles



WILLIAM TUTTLE SHEPARD

of Buffalo, was born in Bristol, Connecticut, January 1st, 1865, the son of Andrew Shepard, who was the principal dry goods merchant of that town. He received his early training in the schools of Bristol and later in the Sheffield Scientific School of Yale University, graduating with the

class of 1884. After graduating from that institution he became connected with the city engineer's office at New Haven. Subsequently he was engaged as one of the civil engineers on the staff of the Utah & Northern division of the Union Pacific Railroad. Returning to New Haven, he engaged in the engineering and contracting business in that place. One of his contracts at that time was the construction of a large section of the foundation for the Boulevard sewer of New Haven and the supervision of the construction of the sewerage system of Danbury, Connecticut.

In 1888 Mr. Shepard formed a connection with the firm of Rogers, Brown & Company, one of the largest iron companies in the country. He was at first connected with the Cincinnati office, but later, in the following year, 1889, when an office was opened at Buffalo, Mr. Shepard came here to assume the management of the local business. Rogers, Brown & Company had purchased the Niagara Furnaces at Tonawanda, and Mr. Shepard was put in charge of the sales department of that concern, with offices in the Coal and Iron Exchange Building in this city.

In December, 1887, Mr. Shepard was married to Julia Carrington, a daughter of Doctor Henry A. Carrington, of New Haven, Connecticut.

The Pratt & Letchworth Company.—Buffalo prides herself more, possibly, on her manufacturing enterprises than on any other one of her many attractive features. Model manufacturing plants and model business houses are to be found in the Electric City in great number, and their presence contributes largely to the city's industrial supremacy. One of the firms that contributes largely to this point of excellence and makes this pride possible is The Pratt & Letchworth Company, at Black Rock, one of the largest manufacturers of malleable steel and iron castings in the world.

The company was organized as a private partnership in 1848, and thus is one of the oldest concerns in the city. The original firm was composed of Samuel F. Pratt, Pascal P. Pratt, and William P. Letchworth. Josiah Letchworth was later admitted to the firm, and in 1876 George J. Letch-



PRATT & LETCHWORTH COMPANY

In February, 1895, Mr. Shepard returned to his old home in Bristol, Connecticut, to become secretary of the Sessions Foundry Company, of that place. He remained there for three years, but found Buffalo more to his liking and returned to this city in August of 1898, assuming the secretaryship of The Tonawanda Iron and Steel Company, which position he still retains. In September, 1904, he became associated with William A. Rogers, in this city, as a partner in the firm of Rogers, Brown & Company, which association he still maintains, with offices in the Erie County Bank Building. In July, 1907, his capabilities were further recognized by his election to the directorate of The Buffalo and Susquehanna Iron Company. In 1906 he was elected a life member and trustee of the Buffalo Orphan Asylum.

Locally he has never entered much into public life, but during the three years he lived in Bristol, Connecticut, from 1895 to 1898, he was one of the burgesses of that place and also served as a member of its school board. He is a member of the University and Park clubs.

worth purchased an interest from Josiah and William P. Letchworth. The firm retained its original name, however, as it does to this day.

In 1886, at the death of his father, Ogden P. Letchworth acquired an interest in the firm. It continued thus until 1896, when the firm was incorporated as a stock company, Ogden P. Letchworth being elected its president, which position he still retains.

In 1900 an immense plant was constructed at Brantford, Ontario, to care for the firm's fast increasing Canadian trade. It has grown with rapid strides until it employs about a thousand men, while its original working force was but two hundred. In like measure has the Buffalo plant increased, its business employing at the time of this writing about eighteen hundred men.

The original business of the company was the manufacture and jobbing of saddlery and carriage hardware. Of late years this scope has expanded until the firm has become one of the greatest manufacturers of malleable steel and iron

castings and material for locomotive and car builders. The plant in Brantford now furnishes nearly all the sundries for all cars built in the Dominion, while the Buffalo plant supplies complete fittings for many of the greatest railroad systems in the United States. Electric power from Niagara Falls is used extensively in the Buffalo plant.

The Pratt & Letchworth Company plants are known far beyond their home confines as model institutions, where labor troubles are unknown and where employers and employees enjoy a mutual bond that tends to the betterment of both. Nothing is left undone that will contribute to the comfort, health, and general welfare of the hundreds working beneath their roof. Frequent excursions and outing parties are afforded the employees, and the Pratt & Letchworth field day has come to be known as one of the merriest of the Niagara River holidays.

The plant on Tonawanda Street covers an area of twenty acres, twelve of which are under roof. Far from the average grimy shop, suggestive of all that is repulsive to the toiler, The Pratt & Letchworth Company shops always present a pleasing prospect, with well-kept lawns, flower beds, and landscape effects. In all respects the plant is a model one, the lines of which are being copied by great manufacturing concerns all over the industrial world.

The present officers of the company are: president, Ogden P. Letchworth; vice-president, Franklin D. Locke; treasurer, Josiah Letchworth; secretary, W. C. Houck.

Ogden Pearl Letchworth and his present high position in the field of industry constitute an excellent example of what may be gained by hard work and business integrity. From an obscure position in a saddlery manufacturing establishment to the top of the industrial ladder is a long way, and reached only by short, infrequent steps, yet such is the history of Mr. Letchworth's business life.

Mr. Letchworth is the son of George J. and Charlotte (Pearl) Letchworth, and was born in Auburn, New York, August 23d, 1851. Both his paternal and maternal ancestors were of English extraction, and were among the pioneers in central New York.

He received his education in the grammar and high schools of the city of his nativity, later graduating from Williston Seminary, at Easthampton, Massachusetts. After graduation he entered his father's saddlery manufacturing establishment in Auburn, starting at the very bottom of the ladder, and by degrees advanced until he became a member of the firm then known as Hayden, Letchworth & Smith. In 1876 he removed to Buffalo and became connected with Pratt & Letchworth, manufacturers of steel and malleable castings. His father was the junior partner in the firm, which was established in its present location in Black Rock in 1848.

Mr. Letchworth continued with the company, occupying successively the positions of salesman, stockkeeper, corresponding clerk, purchasing agent, and general manager until 1886, when the elder Letchworth died and the subject of this sketch became a partner in the business. This partnership expired by limitation January 1st, 1896, when

it was incorporated with a capital of three hundred thousand dollars under the name of Pratt & Letchworth Company. O. P. Letchworth was made president, and Josiah Letchworth became its secretary and treasurer. This official designation continues.

Although the welfare of this concern occupies the greater part of Mr. Letchworth's attention he has many other interests. He was for a number of years president of the National Founders' Association and is at present president of The United States Hame Company; vice-president of The Frazer & Jones Company, of Syracuse; vice-president of The Solvay Foundry Company, of Syracuse; director in the Great Lakes Engineering Works, of Detroit; the



OGDEN PEARL LETCHWORTH

Manufacturers' and Traders' Bank of Buffalo; Erie County Savings Bank, of Buffalo; The Lumber Insurance Company, of New York; and The Adirondack Fire Insurance Company, of New York. He is a trustee of the Society for the Prevention of Cruelty to Children; of the Buffalo Historical Society, and a member of the Buffalo, Country, Park, Yacht, and Motor Boat clubs, of Buffalo; the Royal Canadian Yacht Club, of Toronto; the Hamilton Club, of Hamilton, Ontario; the Transportation Club, of New York City; and the Ancient Landmarks Lodge, F. and A. M., of this city.

Mr. Letchworth was married June 18th, 1878, to Miss Laura C. Strong, of this city.

Josiah Letchworth, the subject of this brief sketch, was born in the lake district of central New York. He is the youngest son of the late Josiah Letchworth, one of the most prominent residents of that section. He is the youngest of a family of eight children, of whom he and his brother, the Honorable William Pryor Letchworth, are the only survivors.

He received his education in the schools and academy of that vicinity and somewhat early in life entered into the



JOSIAH LETCHWORTH

employ of a manufacturing and mercantile house at Auburn, New York, where he remained until his removal to Buffalo in 1856, when he soon after became a member of the firm of Pratt & Letchworth, in connection with his brother William, and with which business he has ever since been prominently connected.

The Buffalo Union Furnace Company, at 51 Hamburg Street, was originally the plant of the Union Iron Works, which owned and operated blast furnaces and ship yards and was engaged in bridge work and other business of that classification. Thirty years ago business was discontinued by the Union Iron Works, and the property remained idle until 1890, when Frank B. Baird formed a company and erected on the site of that plant, under the name of The Buffalo Furnace Company, a large blast furnace.

Another furnace was completed in 1898 on the same property, and operated by the Union Iron Works of Buffalo, New York, and in the same year was formed a third company, The Buffalo Charcoal Iron Company, which started the con-

struction of the third furnace for the manufacture of charcoal iron.

The furnace of The Buffalo Charcoal Iron Company was not completed, and on November 2d, 1900, the three companies were merged, and the associated companies became known as The Buffalo Union Furnace Company, one of the largest iron-working concerns in Buffalo. The company was engaged in the manufacture of coke and charcoal pig iron of all kinds. Three years ago the furnace of The Buffalo Charcoal Company, or what was known by that name, was changed from its former use, and has since manufactured coke iron.

The Buffalo Union Furnace Company is now chiefly engaged in the manufacture of foundry, Bessemer, Basic, and malleable pig iron, which product has attained wide fame as the "Buffalo brand." Since its organization the entire product of the company has been sold through the well-known medium of M. A. Hanna & Company, of Cleveland, Ohio, and the furnaces have been under their immediate direction. A large part of the product turned out by the company is sold in eastern Pennsylvania, the State of New York, and the New England States, where their product is widely and favorably known. The offices of the company are at 51 Hamburg Street, the plant itself occupying a large tract of land east and south of that street along the Buffalo River. It is a particularly desirable location, including, as it does, facilities for shipping both by land and water, and it lies well within the railroad district and within convenient distance of lake dockage.

The present officers of The Buffalo Union Furnace Company are: president, D. R. Hanna; first vice-president, F. B. Richards; second vice-president, F. B. Baird; treasurer, R. L. Ireland; secretary, C. A. Collins; general manager, M. McMurray; general superintendent, B. Marron.



BUFFALO UNION FURNACE COMPANY

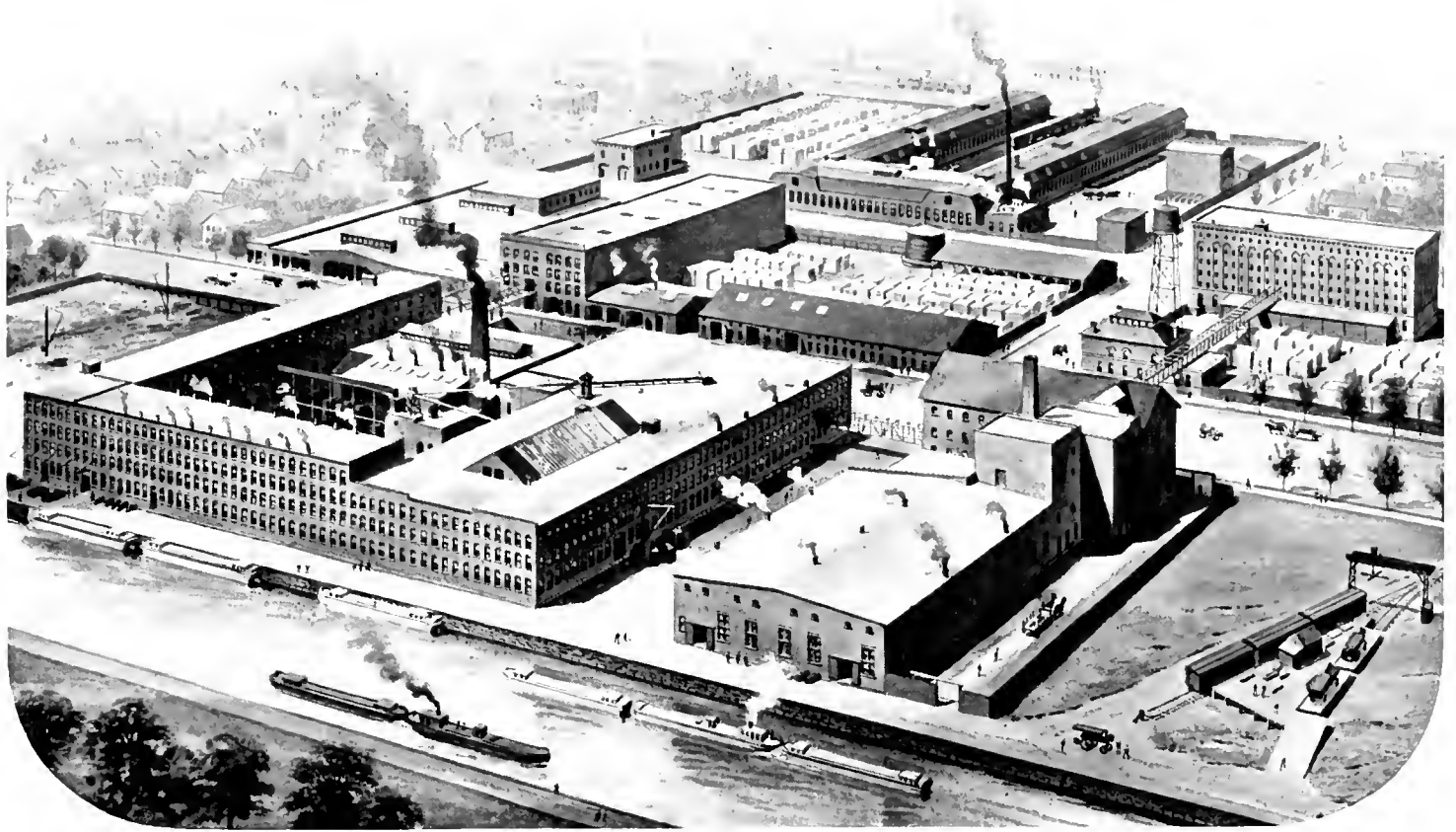
The Buffalo Pitts Company is without doubt one of the largest and most successful manufacturers of steam traction

engines and threshing machinery in the world. Its business was established here in the city of Buffalo in the year 1837, where from a small, conservative beginning the plant has grown to be one of the largest in existence, and attracts a trade unequalled by any similar industry in the history of our commerce.

The main offices of the company are located here, while important branches will be found at Fargo, North Dakota; Minneapolis, Minnesota; Portland, Oregon; Spokane, Washington; Houston, Texas; Wichita, Kansas; Madison, Wisconsin; Toledo, Ohio; Omaha, Nebraska;

engines will be found in every country where grain grows or highways run. From the small farm lands of the East to the Pacific Coast, in South America, Australia, the Philippine Islands, Russia, Austria, and Germany the products of the Buffalo Pitts Company are known for their excellent construction and durability.

The plant of the company is not only the largest, but is the only one of its kind operated by electric power from the great falls of Niagara. It is equipped with the latest and most complete system of electric and pneumatic machinery. A large force of first-class mechanics is regularly



BUFFALO PITTS AGRICULTURAL WORKS

San Francisco, California; Peoria, Illinois; and Saint Louis, Missouri.

The main plant of the company is located at Fourth and Carolina streets. Here, over fifty years ago, was invented the first threshing machine with proper devices for threshing and cleaning the grain in one operation. Prior to these inventions by the Pitts brothers there existed only such machines as would thresh the grain from the head, the straw, chaff, and grain falling in a mass behind the machine, to be separated by hand.

The development of the steam traction engine for motive power for threshing, hauling, grading, and plowing is due to the never-failing energy of this company. Buffalo Pitts

employed, and the shops are run throughout the entire year.

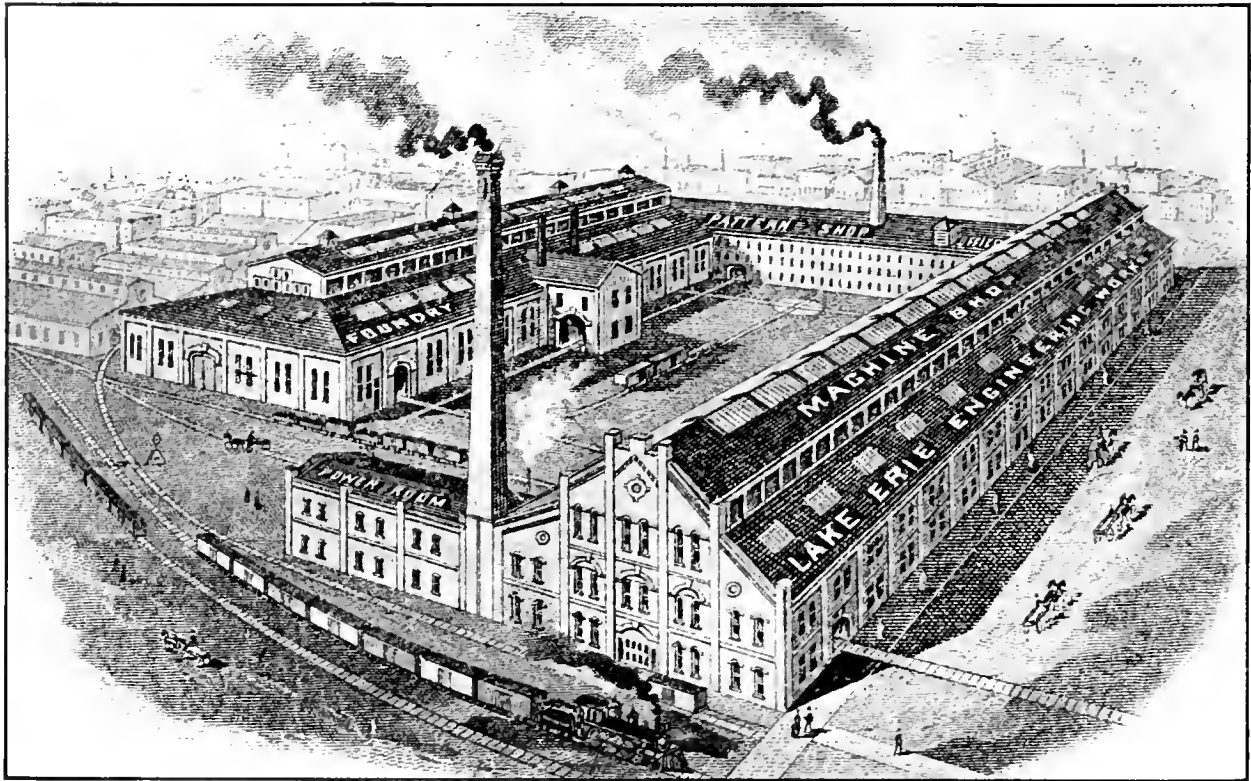
The products of the Buffalo Pitts Company consist of large machinery, and include traction and portable engines that burn wood, coal, straw, or oil for fuel; machinery for threshing, separating, and cleaning all kinds of grain, flax, rice, beans, and so forth; special steam traction engines for plowing, hauling, and grading; road locomotives and road freight cars for hauling ore, timber, logs, or coke; and special cars for carrying and spreading crushed stone. These products are shipped to all parts of the globe.

The officers of the company are C. M. Greiner, president and treasurer; William G. Gomez, vice-president; John M. Olmsted, secretary.

The Lake Erie Engineering Works.—Heavy engines of every sort, general castings, and large machinery are the products of the Lake Erie Engineering Works, located at Perry and Chicago streets, directly opposite the Lake Erie Boiler Works. While under the same

accepted on honor, and in Cuba and the United States possessions products of the Lake Erie Engineering Works are in great demand.

Here in the city of the firm's nativity some of its largest contracts have been fulfilled. Principal among these are



THE LAKE ERIE ENGINEERING WORKS

control as the other company, the Lake Erie Engineering Works is an entirely different and independent concern. The affairs of the two companies are directed from the same set of offices, located at the corner of Perry and Chicago streets, and Mr. Richard Hammond acts as president to both companies. Mr. Martin Carey is secretary of the Lake Erie Engineering Works.

The Lake Erie Engineering Works was organized in this city, and located on the present site, nineteen years ago and enjoyed a phenomenal growth. The manufacturing plant of the Lake Erie Engineering Works occupies a space of five hundred by three hundred feet on Chicago and Perry streets. This includes a machine shop one hundred feet wide by three hundred feet long, completely equipped with the most improved types of overhead traveling cranes and fitted with the most modern machinery. Other buildings are the foundry, one hundred by three hundred feet; the forge shop, thirty by eighty feet; and the pattern shop, sixty by one hundred and fifty feet. All the buildings are of brick and steel construction, as nearly fireproof as it is possible to build, and thoroughly equipped with every modern convenience.

Throughout the engine world the very name of the works is a guarantee of thorough and good workmanship. In all its markets, which are international, its product is always



RICHARD HAMMOND

the immense pumping engines used in the pumping stations of the city of Buffalo. The fame of their engines is widely known. They are used in the city of Chicago and a number of other large cities in the United States and Canada. Of recent years the company has filled several large Government contracts in a manner that elicited the admiration of the Government.

The Lake Erie Boiler Works, an industrial institution in which Buffalo takes pardonable pride, is engaged in the production of marine boilers exclusively, and enjoys a national

many large individual contracts, in a manner that completely established the stamina and strength of the Lake Erie Boiler Works.

The Buffalo Forge Company. In 1877, with surroundings of the most humble nature, an industry started life on the fifth floor of the building located at the junction of Washington and Perry streets, that in a few years was to class itself with the foremost of Buffalo's manufacturing plants. This location, however, was short-lived, the business moving, in the early part of 1880, to the frame building on Broadway, near



THE LAKE ERIE BOILER WORKS

reputation for products of that character. It has been located at the corner of Chicago and Perry streets since 1882, when it was organized by Richard Hammond, under whose control it still continues. Its specialty is heavy boiler plate work and marine boilers. The company enjoys a unique distinction, in that it was the first manufacturing institution in America to be completely equipped with hydraulic machinery. Everything used in the production of its various products is of the most improved and best make. The plant is a commodious building, facing on Chicago Street and flanking on Perry Street, which has a total area of about fifty thousand square feet. The company has an international market, and its products may be found all over the world. Its business methods and superior class of work are known to the Canadian and Cuban trade, with which trade a large volume of business is transacted yearly. San Francisco and Seattle are also great distributing points for the Lake Erie Boiler Works.

The company has attained its present degree of success under the supervision of one man—Mr. Richard Hammond, —and the successful manner in which the business has been carried on since the organization of the firm redounds almost wholly to his credit, as he has had charge of its affairs during its entire career. The firm has successfully fulfilled several large Government contracts at different times, as well as

Mortimer, which building today is but one among many greater ones to house this great industry.

The business had been established only a few months, and had met with little success, when Mr. William F. Wendt, at that time a young man in his early twenties, was able to purchase, for a small sum, a half interest in the concern. Thus with new blood and rejuvenated spirits at its helm, this little company took a renewed hold on life. It was soon evident that the keen business foresight and remarkable intuition for matters financial possessed by the new member were being rapidly developed as company assets.

In 1883 the affairs of the company passed into the control of Mr. Wendt when he purchased the interests of his partner, Mr. Charles Hammelman. Three years later the executive force of the company was augmented by the entrance to the firm of Mr. Henry W. Wendt, and it is under the guiding hands of these two men that the company is operating today.

The variety of products turned out at first by this company consisted entirely of two sizes of forges; and, indeed, quite a reputation was gained because of the many and advanced ideas of construction which these forges offered. Later, however, as the demands and requirements of the blacksmith trade for portable forges increased, the line was

greatly increased with new and varied styles of forges, blowers, tire benders, tire upsetters—in fact, every tool known to the blacksmith trade was soon being manufactured by this company.

The excellence of its products, together with extensive advertising, soon acquired for The Buffalo Forge Company the distinction of having its name a shop byword wherever forges and blowers find employment. It is added, merely as a matter of interest, that upon several occasions where orders have been received from distant cities, later investigation would prove that these goods were intended to assist in the construction of some railroad pushing out its lines into new lands.

In connection with having the distinction of being the largest makers and sellers of forges and blowers in this country, this company also caters to extensive foreign

Company of two large and well-known manufacturing concerns. The first of these was The George L. Squier Manufacturing Company—a name known in the South American countries perhaps better than in the United States. For nearly fifty years the Squier company had manufactured and sold sugar, rice, coffee, and plantation machinery, and its position in this field is second to none.

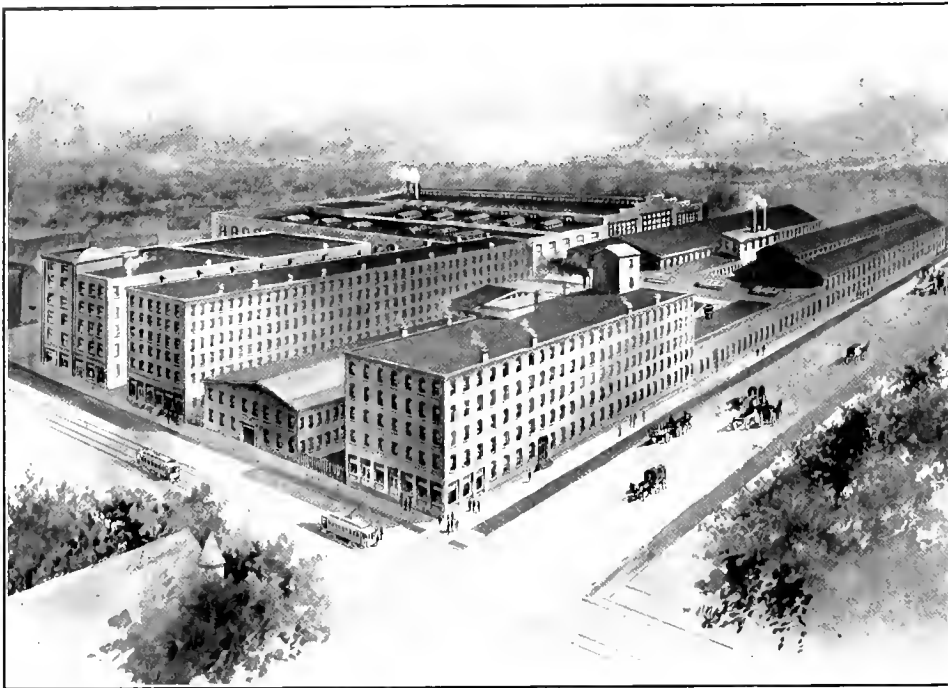
The other event of this year was the acquisition of The Buffalo Steam Pump Company, which, as its name implies, manufactures steam and centrifugal pumps. The large plant of this company, located at North Tonawanda, is one of the finest equipped of its kind and is numbered as one of North Tonawanda's chief points of interest.

The operation of the three plants affords employment to about twelve hundred factory hands, the greater portion of whom are, through the nature of the work involved,

necessarily skilled mechanics. The executive, sales, engineering, and office forces number close on to two hundred. Branch offices in all the principal cities of the United States look after the interests of this company in this country, as does The Canadian Buffalo Forge Company, of Montreal, take care of the Canadian business.

Active agents are located, with offices, in all European and South American countries. In addition to the efforts of this great sales organization, the company also pursues a most aggressive advertising policy—thousands of dollars being expended each year for printing ink.

From these facts can readily be surmised the great field covered and the consequent large volume of business necessitated in order to keep all hands busy.



THE BUFFALO FORGE COMPANY

demands. Twenty-seven years ago The Buffalo Forge Company, together with three other present-day prominent concerns, were the first American houses to enter the Australian markets; and the consequent sales from this source have been quite as marked, in proportion, as in this country. Today Buffalo Forge Company products can be found wherever civilized man has set foot—a distinction of no little significance.

In 1884 the company undertook the manufacture of heating and ventilating apparatus and with such success that a new field was opened that proved no less lucrative than the making of blacksmith tools. Later, in 1893, the company took up the manufacture of high-speed automatic engines, which now constitutes a large part of the output of the factory.

The year 1903 was a memorable one, inasmuch as it marked the passing into the control of The Buffalo Forge

Farrar & Trefts.—For forty years the firm of Farrar & Trefts, at numbers 54 to 66 Perry Street, has been looked upon as one of Buffalo's greatest metal-working institutions. The company is engaged in the manufacture of stationary boilers, locomotive boilers, vertical boilers, metal tanks of all kinds, stacks, and stills, and has facilities for producing anything in the metal plate line. They also make iron castings, brass and aluminum castings, pattern work, gas engines, steam engines, grate bars, and propeller wheels.

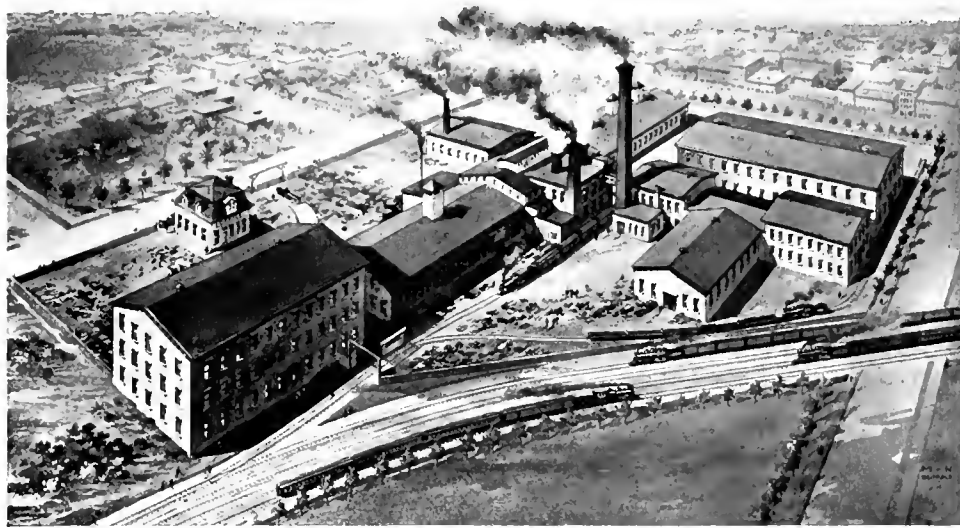
The firm was founded twoscore years ago by Chilion M. Farrar and John Trefts, by whom the business was carried on for a number of years, attaining great popularity in the metal-working world. Mr. Trefts died in 1900, and George M. Trefts was admitted to the firm. Through the death of Mr. Farrar in the early part of 1907, the entire control of the plant passed into the hands of George M. Trefts, under whose supervision it continues a steady growth. A special

feature of the business of the Farrar & Trefts plant is the construction of marine boilers for lake and ocean service, and the impress of "Farrar & Trefts" on products of that sort has come to be accepted as a guarantee of superiority. Another special line of work in which the firm is engaged is

The Buffalo Structural Steel Company.—At Dart and Letchworth streets is one of Buffalo's foremost industries, especially valuable to the city in that it spreads the fame of Buffalo throughout the structural building world. It is engaged in the designing and manufacture of every kind of steel work, from bridges and large buildings down to the smallest detail in construction of structures of this nature. The business was first established by Casper Teiper in 1894. The following year the plant was completed, and the company engaged in putting out its products, for which there was immediate demand.

The business was carried on by Casper Teiper, in partnership with Henry J. Teiper, and in 1899 the company was incorporated, with Casper Teiper as president, Avery C. Wolfe vice-president, and William G. Houck secretary - treasurer. Henry Teiper retired from the business at this time, selling out his interest. The founder of the firm died in March, 1906, and was succeeded as president by William G. Houck, who has held the office ever since. The other officers are Carl A. Houck, vice-president, and Charles H. Teiper, secretary-treasurer.

The varied nature of the business carried on by the plant of The Buffalo Structural Steel Company may be classified under the general head of the manufacture and

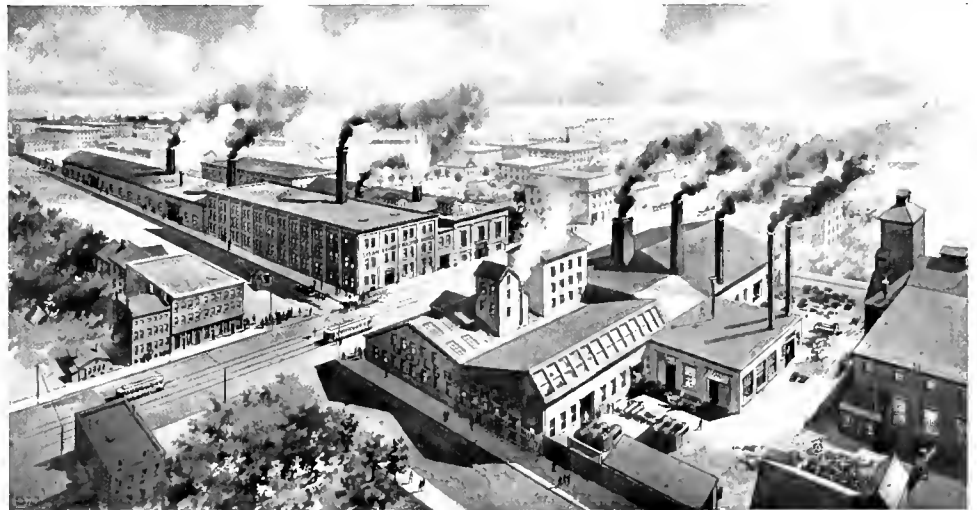


EAST BUFFALO IRON WORKS, FARRAR & TREFTS

the manufacture of boilers and engines for use in the oil field. It is estimated that since the inception of the firm fifteen thousand boilers, and as many engines, have been built for use in connection with the drilling and operation of oil wells.

In recent years the company has given much of its attention to the building of gas engines up to two hundred and fifty horsepower and has several large installations in the Pittsburg district. It is claimed for the Farrar & Trefts gas engine that it is more economical and reliable in operation than any of its competitors.

A specialty is also made at this plant of iron castings, and for this particular work two foundries are operated—one at the Perry Street plant and the other at the East Buffalo Iron Works, the latter having a daily capacity of one hundred and twenty-five tons. A general line of blacksmithing, forging, repair work, and pattern work is also carried on at this establishment. About six hundred men are employed by the company, and some idea of the extent of the plant will be gained from the knowledge that its Perry Street concern takes up two hundred thousand square feet of floor space.



PERRY STREET PLANT, FARRAR & TREFTS

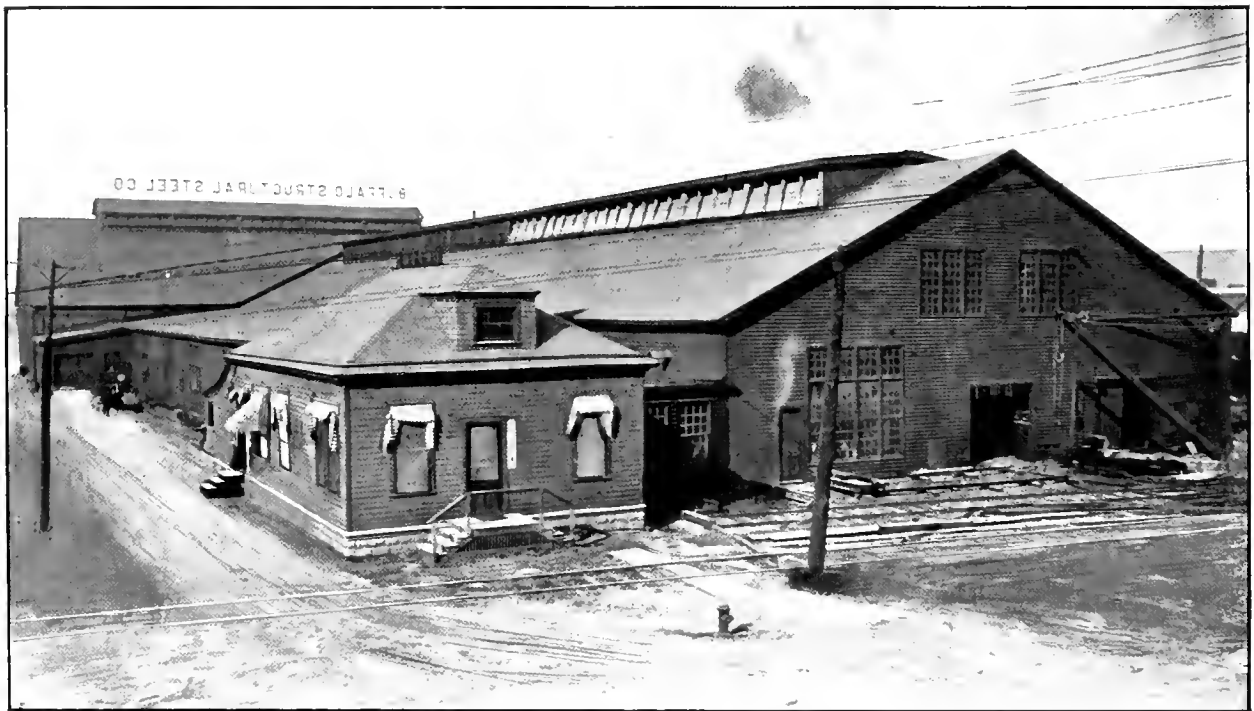
erection of steel for buildings, bridges, trestles, and so forth. Their business has long since reached beyond the local territory, and a great portion of their trade is now in the cities of Rochester, Utica, Syracuse, Niagara Falls, and in other more remote parts of the State.

This company has furnished practically all the steel work used in the mammoth plant of The Larkin Soap Company, the Buffalo Pottery, The Buffalo Leather Company, the United States Government Building at the Pan-American Exposition, The Pratt & Letchworth Company, The Buffalo Smelting Works, and The International Railway Company, in Buffalo; and in Niagara Falls The Niagara Electro-Chemical Company, a large amount of steel for the plant of The Union Carbide Company, The Niagara Falls Hydraulic Power and Manufacturing Company, The International Acheson Graphite Company, and The Niagara Falls Power Company. They have furnished the steel work for the Statler Hotel, Lafayette Hotel, and Tournaine Hotel in Buffalo; the National Hotel in Rochester; and the Imperial Hotel, Niagara Falls, New York. Among the State work they have furnished and erected the steel work for the Na-

construction. The concern also carries a large and very complete stock of the different parts used in steel construction, even to the smallest detail.

One thousand tons of steel is produced by the company every month, and it is the company's pride that it turns out its work and fills its contracts with the greatest possible despatch. An evidence of this one fact is in the last contract filled for The Larkin Company, the erection of a building on Exchange Street. Two thousand tons of steel were used in its construction, and this vast quantity was turned out and placed in position in the remarkably short space of eight weeks.

The Seneca Iron and Steel Company of New York was organized October 23d, 1906, and in little less than one year from the date of its organization its mills were constructed



THE BUFFALO STRUCTURAL STEEL COMPANY

tional Guard Armory at Rochester, New York, and Highway Bridge over the Alleghany River near Onoville, New York. At Lockport they number among their customers the Farmers' and Mechanics' Savings Bank, the Electric Smelting and Aluminum Company, and several others; at Utica, The Hudson River Electric Power Company, and The Utica & Mohawk Valley Railroad Company; at Olean they furnished and erected the steel work for the new plant of The United Wood Alcohol Company. They furnished and shipped a complete skeleton frame for a building to be erected in South Africa.

The plant of The Buffalo Structural Steel Company at Dart and Letchworth streets covers a site of about two and one half acres, the buildings being well laid out, well lighted, and commodious. A large force of skilled workers is kept constantly at work turning out the material used in

and put in successful operation to manufacture its products of black and galvanized steel sheets, and black, galvanized, and painted corrugated sheets.

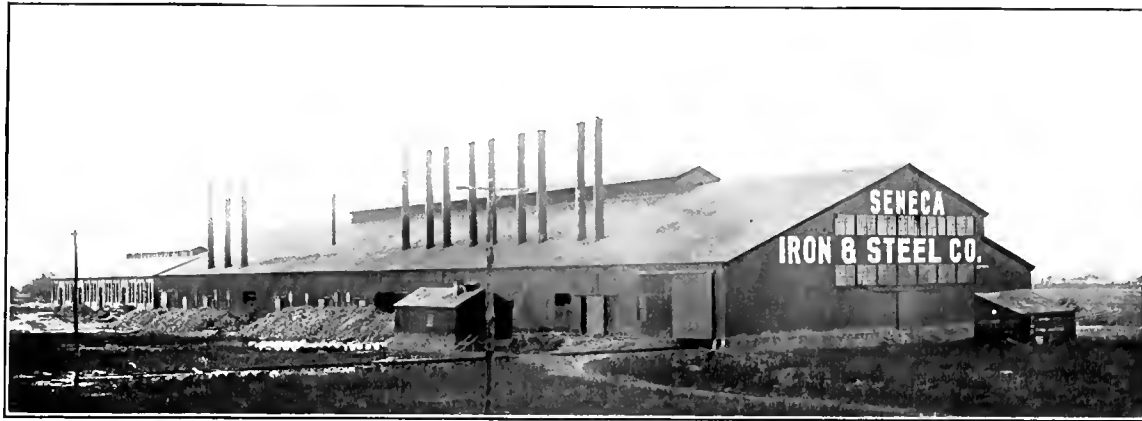
Its line of business is one of the many branches of the steel industry that had not previously located in this vicinity, and therefore is an interesting addition to the varied industrial plants in and around Buffalo that are giving it prestige as a city for the manufacture and fabrication of iron and steel.

Its plant is located on a tract of land comprising eighteen acres at Blasdell, New York, about seven miles from Buffalo, and is contiguous to the Pennsylvania, Buffalo & Susquehanna, Lake Shore, Erie, and South Buffalo railroads, thereby giving it unexcelled facilities for the distribution of its products to all parts of the country. The main, or rolling mill, department is what is known in

manufacturing plant as a seven-mill plant,—five of which are now installed. It is a building one hundred and twelve by four hundred and forty feet, of steel and corrugated iron construction. The galvanizing department is a brick structure sixty-two by two hundred and twenty-six feet, and is a three-pot plant. All the buildings are substantially constructed for permanency, and are equipped throughout with the most modern appliances for the manufacture of their products. In fact, the plant stands today in the unique position of being the only sheet mill in the country that is run entirely by electricity, no steam being used for power in any of the operations. The present capacity is about twenty-five thousand tons of finished material per annum.

machine, the first Thomas car ever manufactured, finally made its appearance upon the streets, and while a great number were not manufactured, yet it was a success. At this time, C. T. Paxson, of the Thomas company, achieved the remarkable record of climbing Delaware Avenue hill on the high gear, this being the first car ever to have had this distinction.

This having been a success, the next year extensive preparations were made to enlarge the production facilities, and models seventeen and eighteen, as they were called by the Thomas Company, were manufactured in considerable quantities. The success of these machines was instantaneous and paved the way for the success which has attended the Thomas automobiles ever since.



THE SENECA IRON AND STEEL COMPANY

The business offices of the company are located in the Erie County Savings Bank Building, Buffalo, and its officers, all of whom are experienced in various branches of the iron and steel business, include the following named gentlemen: James S. Paterson, president; Hugh Kennedy, vice-president; Alexander Paterson, treasurer and general manager; H. M. Van Horn, secretary; and S. B. E. McVay, sales manager.

The E. R. Thomas Motor Company had its beginning when Edwin Ross Thomas, having sold his automobile and bicycle interests in The H. A. Lozier Company, of Toronto, leased a small building at the corner of Elin Street and Broadway and commenced the manufacture of motor cycles. This was in 1898. The motor cycles were built well; they did the work which they were intended to do; the company treated the buyers with every possible courtesy and attention, and the business prospered. More machinery was ordered, more men were employed, and within a short time the industry outgrew their quarters on Broadway and the property at number 1200 Niagara Street was obtained. Here the business continued until in 1902 it was decided to make a four-wheeled motor vehicle.

Already Mr. Thomas had obtained sufficient experience in motor vehicle construction to outline a successful automobile, and his engineers went to work on the new product with the promise of success already before them. The

The following year, model twenty-two, the first "Thomas Flyer" made its appearance. Model twenty-two was a car quite unlike any previous American car, being of the type extensively used abroad, but was adapted to American road conditions. It was light, powerful, and speedy, and marked a new era in American automobile construction. It was equipped with the tulip style body which was characteristic of the Thomas cars for that and the following three years. At the show where it was first shown the entire year's production was sold, and even after the production facilities had been doubled the company was unable to supply the demand for these vehicles. This unprecedented activity of the market laid the foundation for a mammoth business, and Mr. Thomas immediately made preparations to manufacture on a greatly increased scale of production. He acquired the factory at 1417 Niagara Street, and the two factories were soon busily engaged in the production of motor vehicles.

The model for the following year, 1905, embodied more of the standard Thomas Flyer construction, having four cylinders in place of the three-cylinder motor of the previous year. The popularity of the Thomas cars steadily increased, and when, in the fall, a six-cylinder Thomas Flyer, which was the first six-cylinder ever built in America, acquitted itself with great credit in the Vanderbilt cup race, its popularity was unbounded. A mammoth concrete factory, which was destined to be followed by several others,

was added to the plant of the Thomas company. The six-cylinder cars which were manufactured that year were the most powerful cars manufactured in the country, but at that time there was not sufficient demand for that type of car to warrant further production, and for the seasons of 1906 and 1907 production was again restricted to four-cylinder vehicles.

The year 1906 saw a further addition to the now enormous plant of the Thomas company and also saw their withdrawal from the property at 1417 Niagara Street to center their Buffalo manufacturing at 1200 Niagara Street. The same year, The E. R. Thomas Detroit Company, a separate organization, but part of the Thomas motor car industry, was established at Detroit for the manufacture of a forty-horsepower shaft-driven vehicle.

The 1906 car was so successful that few changes were made for the 1907 vehicle, the success of the 1906 Vanderbilt

The town car, which was a new venture for American manufacturers, made such a sensational entrance into the New York show that immediate preparations were made to increase the manufacturing facilities and double the number manufactured for 1908. The Detroit factory had outgrown its quarters and entered a new concrete factory building of its own for the 1908 production. The neat six-cylinder, being made by the first manufacturers of the six-cylinder in America, entered the field under most propitious circumstances. Its success was assured from the outset, and it immediately became the standard for this type of car.

Having a reputation of many years successful operation at its back, the Thomas Flyer has become as standard a vehicle as can be found on the American market. Since the early days, the industry had changed until machines were bought on their reputations, rather than upon their demonstration or performance. Appreciating this fact, Mr.

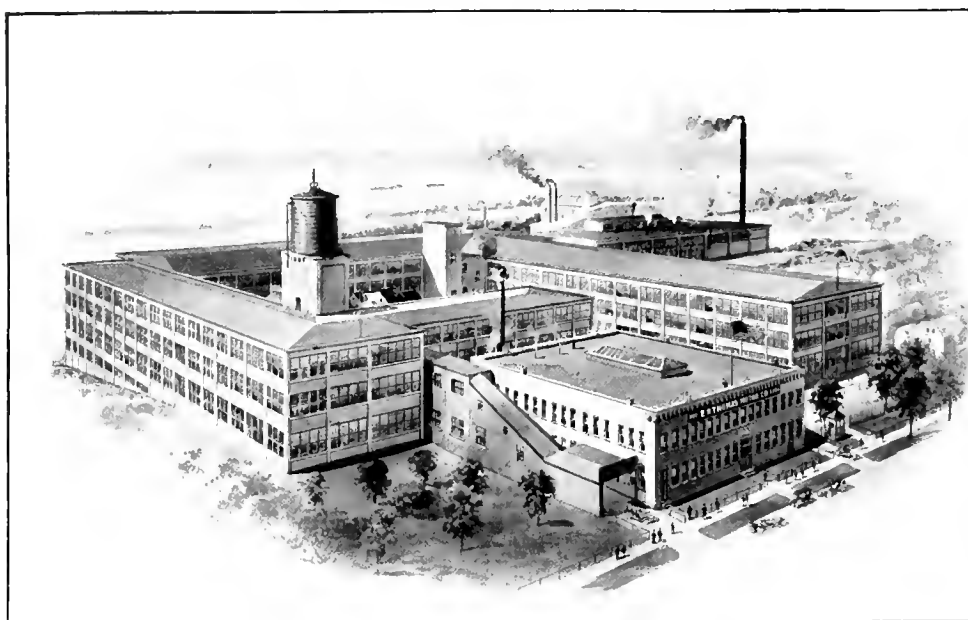
E. R. Thomas announced his retirement from the racing field and said that hereafter the Thomas car would be seen only in the more prominent contests, unless entered by private owners.

Retirement of the Thomas car from motor contests was, however, to be short-lived. Soon after Mr. Thomas's announcement of his future entry in nothing but the more prominent events, the New York to Paris race around the world was announced, and created considerable comment, it being generally believed that the race would never be run. Many entries were made, but Mr. Thomas refused to enter a Thomas car in any race which was generally considered to be a mere press story, and it was not until the foreign cars had been shipped for the contest that the Thomas company decided to enter the race. Then

a stock car was taken from the floor of the Buffalo factory and hastily prepared for the race. In fact, the time was so short that complete preparations could not be made at that time, and it was necessary to wait until the car passed through Buffalo on its way from New York to Paris to make some final preparations, such as a large auxiliary gasoline tank and proper preparations for meeting the unusually cold temperatures of arctic travel.

With no more preparations than this, the stock Thomas entered the race pitted against some of the best cars in the world, and from the outset led the cars forty of the forty-two days which it took it to cross the American continent. At San Francisco it was considerably over a week ahead of its nearest competitor, having demonstrated to the world finally and conclusively that American automobiles are best suited to travel on American roads.

Some of the other notable events which the Thomas cars have won in the past are as follows:



THE E. R. THOMAS MOTOR COMPANY

racing car in the Vanderbilt cup race having proven the correctness of Thomas design.

For the 1907 season plans were made for the manufacture of more than twice the number of cars which have previously been turned out in a single season. More big concrete factories were built, more machinery installed, and more men employed, and even after production had been further increased to meet the demand, the factory facilities found difficulty in taking care of the overload.

Having built up the biggest business in the country for the manufacture of a single type of vehicle, for 1908 the Thomas company entered the market with four different vehicles, ranging from a little sixteen-horsepower town car to a big six-cylinder car rated at seventy and capable of developing over one hundred horsepower. The other vehicles of the line were a forty-horsepower car, manufactured in the Detroit factory, and the regular four-cylinder "Flyer" of Buffalo make.

September, 1903. Two-mile event, Toronto fair grounds: Cal Paxson in stock Thomas won event, defeating three American and two foreign cars. Three-mile event, Toronto fair grounds: Cal Paxson, in stock Thomas, defeated all entries except special high-powered racing car, driven by Barney Oldfield.

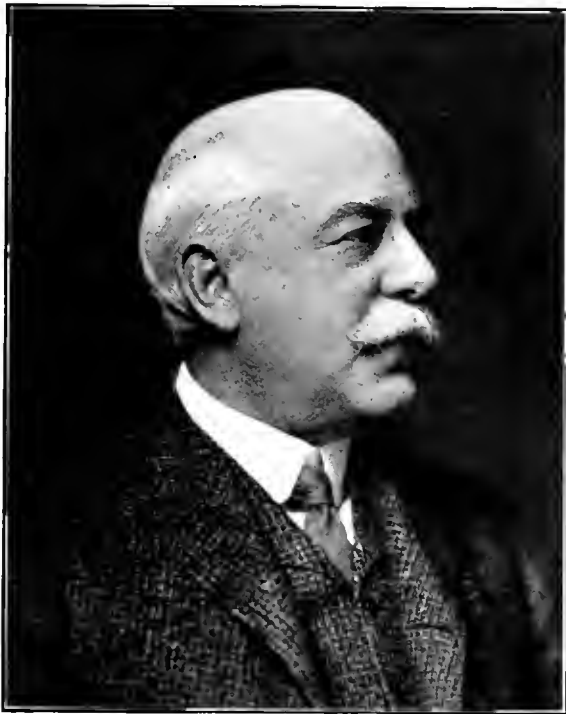
World's non-stop record: five hundred and seven hours, twenty-nine minutes.

Perfect score in the Glidden tour and return to Buffalo—a trip of over two thousand miles without a mechanical adjustment—1906.

Three perfect scores (all the Thomas cars entered) in the Chicago-Elgin-Aurora endurance contest, 1906.

Two perfect scores (all the Thomas cars entered) in the San Francisco-Del Monte reliability run, 1906.

Road record, Buffalo to Rochester, sixty-eight miles,



E. R. THOMAS

in one hour, thirty-two minutes, and forty-five seconds, 1906.

Hill climbing record of the California Pasadena-Altadena course, 1906.

Stock touring car record for five miles, standing start, in four minutes, fifty-five seconds (one mile in fifty-seven and two-fifths seconds), at Atlantic Beach, 1906.

One mile in fifty-five and four-fifths seconds, Atlantic City, 1906.

First and second in one-minute class, Atlantic City, 1906.

Twenty-five mile record for stock touring cars, Saint Louis, 1906—thirty-four minutes, thirty-six seconds.

First, fifty miles for touring cars at Pimlico track, Baltimore, 1906. One hour, six minutes, thirty-six seconds.

Lowered fifty-mile stock touring car record, Haw-

thorne track, Chicago, to one hour, six minutes, and nineteen seconds, 1906.

Again lowered fifty-mile world's record for stock touring cars, Point Breeze track, Philadelphia, to one hour, four minutes, nineteen and one-fourth seconds in 1906.

One-mile prize handicap, Atlantic City, one minute, twenty-one and two-fifths seconds, Thomas from scratch, 1906.

First in free-for-all event in annual hill of the Granite State Automobile Club, at Manchester, New Hampshire, 1906.

First in five mile novelty race, planned to show facilities for control of cars entered, Kansas City, 1906.

June 1st, 1907, E. L. Mathewson broke fifty-mile record at Overland Park, Colorado, track in Thomas; time, fifty-five minutes, forty-three and four-fifths seconds more than seven miles previous records,—a world's record for circular track.

July 4th, 1907, Wildwood, New Jersey. Free-for-all—Thomas first.

Open to cars listing thirty-five hundred dollars and under,—Thomas first.

Special mile, one hundred and twenty horsepower Thomas first; time, forty-four seconds. November 16th, 1907.

Thomas one of the seven to finish with perfect score in twenty-four hour run of the New Jersey Auto and Motor Club. Twenty-two entries.

Thomas one of sixteen with perfect scores at Sealed Bonnet contest held by the Auto Club of Washington. Thomas first. May 5th, 1907.

Thomas first in Cupid race held at Agricultural Park, May 30th, 1907.

Hood lowered record two hours and thirteen minutes in winning the one-hundred-mile national championship on circular track at Bennings Race Course, in a Thomas sixty-horsepower.

May 30th, 1907, at Washington, W. C. Hood won one-hundred-mile race at Bennings Track in Thomas car.

June 29th, 1907, Brinker and Ralph Baird in Thomas runabout broke record from Denver to Colorado Springs in one hour and fifty-nine minutes.

July 13th, 1907. Won Chicago twenty-four-hour endurance race on the Harlem track, C. A. Coey driving. Distance, eight hundred and forty-six miles. Eighteen cars entered.

July 4th, 1907, Peoria, Illinois. Six-hour race. Coey, in Thomas car, first. Ran two hundred and sixty-nine miles.

August 6th, 1907, Atlantic City. Montague Roberts, driving one hundred and twenty horsepower Thomas, won free-for-all race. One mile in forty and one fifth seconds. Event number fourteen won by forty-horsepower Thomas owned and driven by Mr. William McIlried. Twelve starters.

August 9th, 1908. Twenty-four-hour race on Brighton Beach track. Winner, Thomas, driven alternately by Roberts and B. McIlried. Distance traveled, nine hundred and ninety-seven miles.

Two perfect scores in the Glidden Tour.

August 25th, 1907. Olympic Club, five miles, free-for-all: first, Thomas seventy runabout driven by Bert Dingley; and third, Thomas seventy runabout driven by Roy Rehm. Time, five minutes, twenty-five and four fifths seconds.

September 14th, 1907, Sacramento, California: Ten-mile race won by Bert Dingley in Thomas Speedway Flyer. Time, eleven minutes and fifteen seconds.

September 15th, 1907, Cincinnati, Ohio: Six-hour endurance race won by J. Sharp in Thomas car.

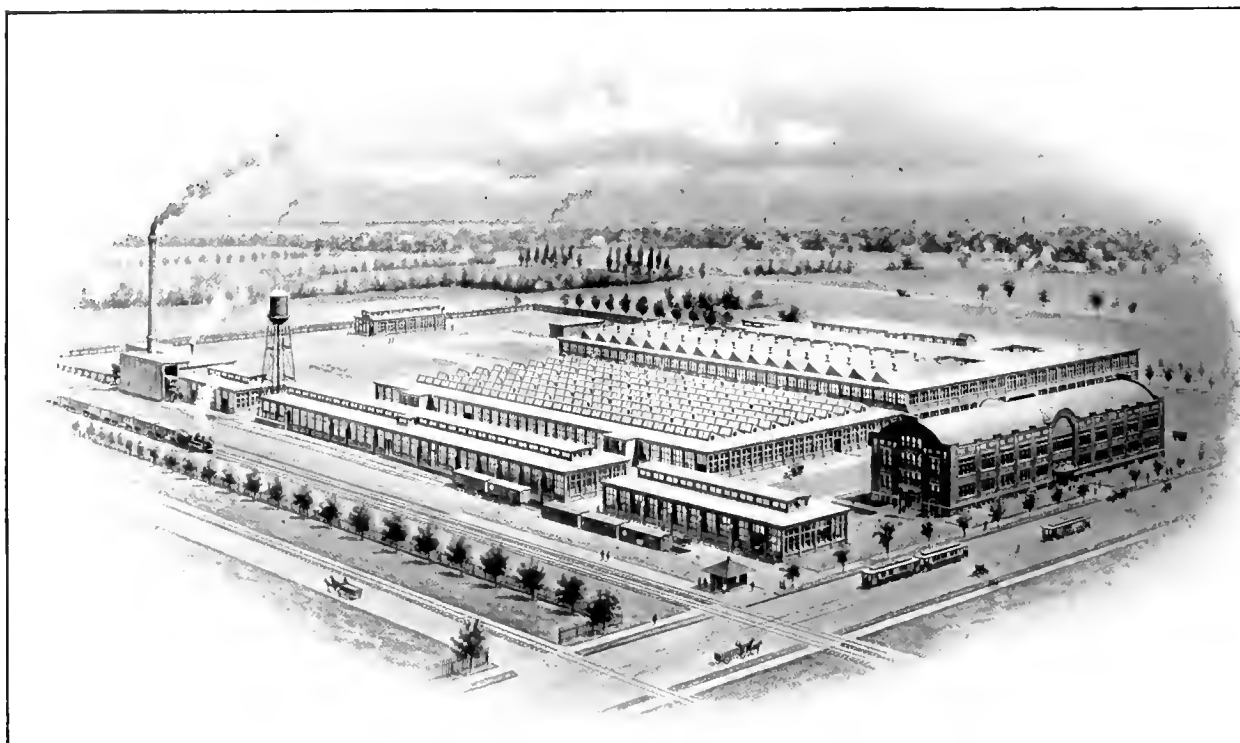
November 9th, 1907. Thomas broke record of run of one hundred and thirty-five miles from Los Angeles to San Diego in four hours and thirty-nine minutes.

May 7th, 1907. Thomas one of four to make perfect score in run of the Motor Club of Harrisburg and return.

favorite where rough going and severe road conditions are encountered.

The George N. Pierce Company. In all the automobile world, which, in the past ten years, has become so crowded, there is no better known firm name than that of The George N. Pierce Company. For the general excellence of its products, its firm, liberal methods of dealing, and its indefatigable efforts to please, it enjoys a reputation second to none.

The George N. Pierce Company was organized in December, 1896, succeeding the firm of George N. Pierce & Company, a firm which was the outgrowth of Heintz, Pierce & Maunschaer, which was organized in 1872 for the manufacture of bird cages, refrigerators, and similar



THE GEORGE N. PIERCE COMPANY

February 12th, 1908. Started in New York to Paris race.

March 19th, 1908. World's record at Savannah for one hundred and eighty miles—one hundred and eighty-two minutes and twenty-five seconds—made by George Salsman.

February 22d, 1908. Bay State endurance run. Perfect score in model "F" and four-cylinder forty-horsepower, driven by A. H. Dorsey and Mr. Whitten respectively.

A large proportion of the business of The E. R. Thomas Motor Company is in the Rocky Mountain and Pacific Coast States, where the roads are rough and take an exceptionally strong and reliable car for service. Ever since the Thomas Flyer has been on the market it has been especially featured as a reliable car; and for this reason, as much as for its great reserve power and efficiency, it is a

products, developing from this to the manufacture of tri-cycles, juvenile bicycles, and bicycles. George N. Pierce & Company took over only the bicycle business, in which it continued, with a high degree of success, until the fall of 1906, at which time it disposed of its interests therein to The Pierce Cycle Company. During the period of the manufacture of bicycles the same careful methods and superior work that has since made the Pierce automobile famous the world over placed the Pierce bicycle in the very front rank of the trade.

It was in 1898 that the experiments with automobiles began, and they continued until 1901, at which time the celebrated Motorette was produced and placed on the market. In October of that year the first two machines made were entered in the endurance test from New York to Buffalo, and both cars came through with flying colors.

thoroughly tested by most inclement weather and road conditions. From that time the development of the automobile business has been pursued with every success, each year adding to the quality and efficiency and the success of this business undertaking, and making the Pierce car one of the best known in the automobile world. In that time eleven different models have been produced, ranging in class from two and three quarters horsepower single-cylinder to sixty-horsepower six-cylinder, all of which are in operation at the present time and giving excellent satisfaction.

The Pierce factory, located at Elmwood Avenue and the New York Central Belt Line, is considered a model in the factory world, and the firm has also attained a fine reputation

The Imperial Motor Company.—The roster of the large automobile dealers of Buffalo would not be complete without the name of The Imperial Motor Company. This firm, while numbered among the important automobile concerns of the city for several years, is one of the younger establishments, and since its organization has made rapid strides towards the goal of business success and the approval of a large patronage. The Imperial Motor Company was at first located at number 889 Main Street, but with the rapid growth of the business it was found that larger quarters were needed. Accordingly, the site on the old Sheldon homestead at numbers 1094 to 1100 Main Street, between North and Summer streets, was secured.



THE IMPERIAL MOTOR COMPANY

for its methods of dealing with its workmen. The home of the Pierce car is of reinforced concrete construction, absolutely fireproof, an architectural delight, and a credit to the city in every way. It is said, indeed, that it will compare favorably with any factory building in the world. It affords approximately four hundred thousand square feet of floor space. The firm has in its employ upwards of sixteen hundred persons, and its pay roll aggregates in excess of a million dollars annually.

At the reorganization of The George N. Pierce Company in January, 1908, Mr. George N. Pierce resigned as president, Mr. George K. Birge succeeding him in that office. The place on the board of directors formerly held by George N. Pierce, was given to the company's attorney, William B. Hoyt, by reason of Mr. Pierce's retirement.

The Imperial Motor Company took possession of its new home on May 1st, 1907, the new building having been erected in a remarkably short time. The lot on which the establishment was located is one hundred feet on Main Street and four hundred and thirty-six feet deep, running through from Main Street to Linwood Avenue. The building itself is eighty by one hundred and fifty feet, is two stories high, and is constructed of brick throughout.

On the first floor of the building is the salesroom and showroom, fifty-six and one half by eighty feet, one of the finest rooms of its kind in the city today. It is fitted throughout in the most handsome manner. The floor is of quartered oak, and the woodwork of the best weathered oak, the color scheme of the entire room being a beautiful shade of green.

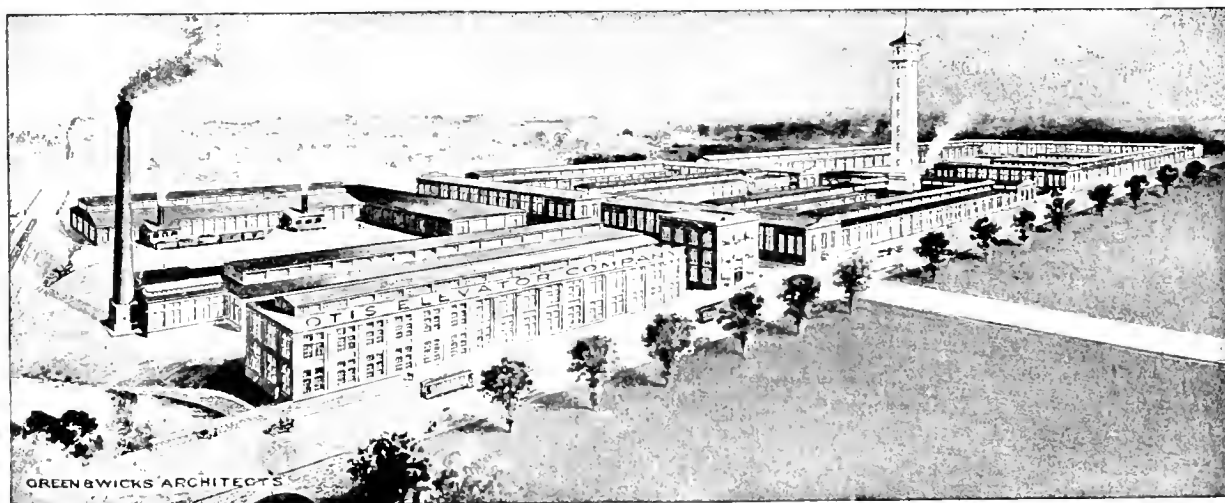
At the rear of the salesroom, and connected with it

by means of large doors is the garage, eighty by ninety-three and one half feet, completely equipped with every necessity. A three-ton electric elevator connects this department with the repair room above. This latter room takes up the entire second floor. In dimensions it is eighty by ninety-three and one half feet, and in equipment is unique in that it contains a stock room in which is carried a complete line of the different parts and sundries needed in repairing autos or motors of any kind. All the repairing machinery in this department is of the latest and most improved type, and is capable of doing the most extensive repair and overhauling work.

In the front part of the second floor is located what is called the secondhand department, fifty-six and one half by eighty feet. This department is one of the unique features of the establishment, containing, as it does at all times, a complete line of used motor cars, which have been overhauled and repaired until they are as good as new. They are then guaranteed by The Imperial Motor Company.

The Pope-Hartford, one of the most popular cars among automobile lovers in this section of the country, is another car handled at this establishment. Then there is the Buick, manufactured by The Buick Motor Company, of Flint, Michigan, and which is today recognized as a car of sterling worth and durability, which has made some remarkable records in races. The other car handled here is the Babcock electric automobile, which is widely used in Buffalo and western New York, and is, without doubt, the best electric carriage on the market today.

The Otis Elevator Company.—One of Buffalo's largest and most promising industries, of recent acquisition, is The Otis Elevator Company. Its product is known throughout the building world and adds much to the industrial supremacy of Buffalo. The main office and headquarters of the company are in New York City, and forty branch offices and a large number of factories are required in the principal cities to conduct the firm's



THE OTIS ELEVATOR COMPANY

and sold. Until this company attempted this venture with a great deal of success it had not been tried outside of the large automobile houses in New York and Chicago. These secondhand cars are disposed of throughout the country, and an additional means of carrying on this branch of the business is found in the connection with The Starin Company, of New York, one of the largest secondhand clearing houses in the United States.

When the building was erected, an immense electric sign, perhaps the largest of its kind in the city, was placed across the front, eighty feet wide and displaying the names of the cars sold by this company. Another large electric sign with the name of the company is suspended over the sidewalk.

During the time it has been doing business in this city The Imperial Motor Company has forged to the front in the automobile world. Some part of the credit for this can be found in the makes of cars handled here. The principal one of these cars is the Packard, a high-grade automobile built by The Packard Company of Detroit, Michigan.

fast increasing business. The Buffalo plant, which is one of the largest and best-equipped, is located on Grider Street at the Belt Line tracks.

The original property holding on Grider Street consisted of a tract of thirty-five acres, on which the first building was constructed and made ready for occupancy the early part of 1907. Other buildings will be added in the future as justified by the increase of business. As it stands now it is one of the busiest industries in Buffalo and distributes a large sum in wages every week.

The local plant was designed especially for the construction of the plunger elevator, in addition to various parts of other types, one of the products of great importance in the local factory being the guide rails for the thousands of elevators turned out in the firm's various factories. It is difficult to comprehend the extent of this product, but a resort to several months' statistics shows that a year's product, placed end to end, would reach for one hundred and forty-four miles. They are constructed of the best steel, are light and durable, and can withstand a great deal of wear.

It is the ambition of the company to make the local plant the model elevator factory of the world; and, to that end, no expense has been spared, everything being of the latest and most approved pattern, the plant being well lighted and all details having been carried out with a special view to the comfort and health of the employees—in short, nothing has been left undone that could contribute to the welfare of the employees and economical production.

For the tremendous amount of elevator business throughout the country, the Buffalo plant contributes a very large percentage of the apparatus, and with the constantly increasing Otis business the size and output of this plant will be continually increased. The structure is four hundred by three hundred feet in dimensions and at present houses three hundred and fifty workmen. It is constructed of brick, is well designed architecturally, and is absolutely fireproof.

Among the most important contracts filled by the company in the local field is the elevator system in the magnificent new Chamber of Commerce Building and, more recently, the system in Statler's Hotel. Both of these are models in every way.

The three buildings claiming the greatest attention today in the whole architectural and engineering world—namely, the Singer Building, the Metropolitan Life Tower, and the Hudson Terminal, all located in New York City—are, at the present time, being equipped with Otis apparatus, all three of them being supplied with the new Otis electric traction elevators. These elevators are unique in design, having practically no limitation as to the number of stories which one elevator can serve and being equipped with all of the standard safety appliances, in addition to several new positive safety features of most excellent design.

The Singer and Metropolitan buildings are the tallest commercial structures in the world, while the Hudson Terminal is equipped with the largest elevator plant ever installed at one time in a single building.

One of the most interesting of the recent installations is an electric passenger elevator, which has just been completed in the Statue of Liberty, New York harbor, for the use of visitors to the statue.

The Otis elevator system for office buildings is conceded to be the perfect system. In the Singer Building, for example, colored lights displayed simultaneously in the main hallway and the chief engineer's office show at all times the position of every car. An ingenious electrical device further enables the starter to communicate with any car at any point, so that speed, position, and direction are always under control. Where desired, each car is also equipped with a telephone, enabling the operator, in case of an emergency, to communicate with the chief engineer. Another feature is the pneumatic operation of all the doors.

In the construction of all these elevators the Buffalo plant has had no small part, and that fact is a source of pride to all Buffalonians.

Aside from supplying the demand in the "plunger" branch of the trade and the manufacture of guide rails, the local plant produces the safety parts and the oil buffers which form such an important part of the Otis system.

The oil buffers above mentioned are most ingeniously constructed, numerous tests having proven them capable of bringing a loaded elevator car safely to rest from a speed of five hundred to six hundred feet per minute, even though the operating mechanism be left in the full speed position and all other limitation devices be kept out of action.

The buffer effect is obtained by allowing oil in the internal chambers to escape to outer spaces through carefully calculated channels, thereby permitting the mechanism to collapse or telescope within itself at a graduated rate of speed.

The L. & I. J. White Company, makers of fine edge tools, is one of the industries to which Buffalo owes its present distinction as a leading manufacturing city. The company's success is due to the policy inaugurated years ago, to make goods of the highest quality only and to succeed or fail in competition with the most famous manufacturers. The aim was high, but the company hit the mark, as is evidenced by the commanding position its products hold in the great markets of the world.

If any firm in Buffalo has worldwide tradings, it is this one. Their order book at this writing shows recent shipments to England (in competition with the famous Sheffield makers), South America, Australia, South Africa, all over Europe, and other of the world's markets, a sufficient proof of the volume of its foreign trade. This foreign trade is rapidly increasing, keeping step with the home trade, which constantly makes fresh demands upon the capacity and facilities of the factory.

The factory is located at Perry and Columbia streets, enjoying exceptional shipping facilities, as it is in the very heart of the railroad district. The plant was erected especially for the purpose to which it has been put, and the interior arrangement is such as will insure the best results in the best way. In the past two years there have been erected three property additions to the plant—one of the forging department, one hundred and thirty-five by ninety feet; another an addition to the tempering department, which, after completion, was found to be inadequate for their increasing output; and a new building, now nearly finished, sufficient in size to care for that branch of the work. A large steel and iron warehouse has also been erected, in which is kept a large stock of raw material. The entire plant has been equipped with new and up-to-date machinery, thus doubling and vastly improving its capacity.

The line of goods manufactured by this company includes coopers', carpenters', ship carpenters', butchers', and ice handlers' tools; shear blades for cutting metal; chisels, gouges, drawknives, broadaxes, hatchets, adzes, plane and calking irons, and cleavers. The perfection of the goods is secured in the symmetry of each tool and the handsome finish put upon each product. Such goods, the company believes, sell themselves. Another important specialty is the manufacture of machine knives of all kinds, including planing, moulding, stave, veneer, hoop, paper-cutting, and leather-splitting knives. The facilities the company has for manufacturing these knives places it in

a position to fill all orders promptly, as knives of all standard machines are kept in stock. These knives require great skill in making, and the company's success bears out its claim to be the leader in the manufacture of these goods. Only the very best material is used; every employee understands his work thoroughly; and every article is closely inspected before leaving the factory.

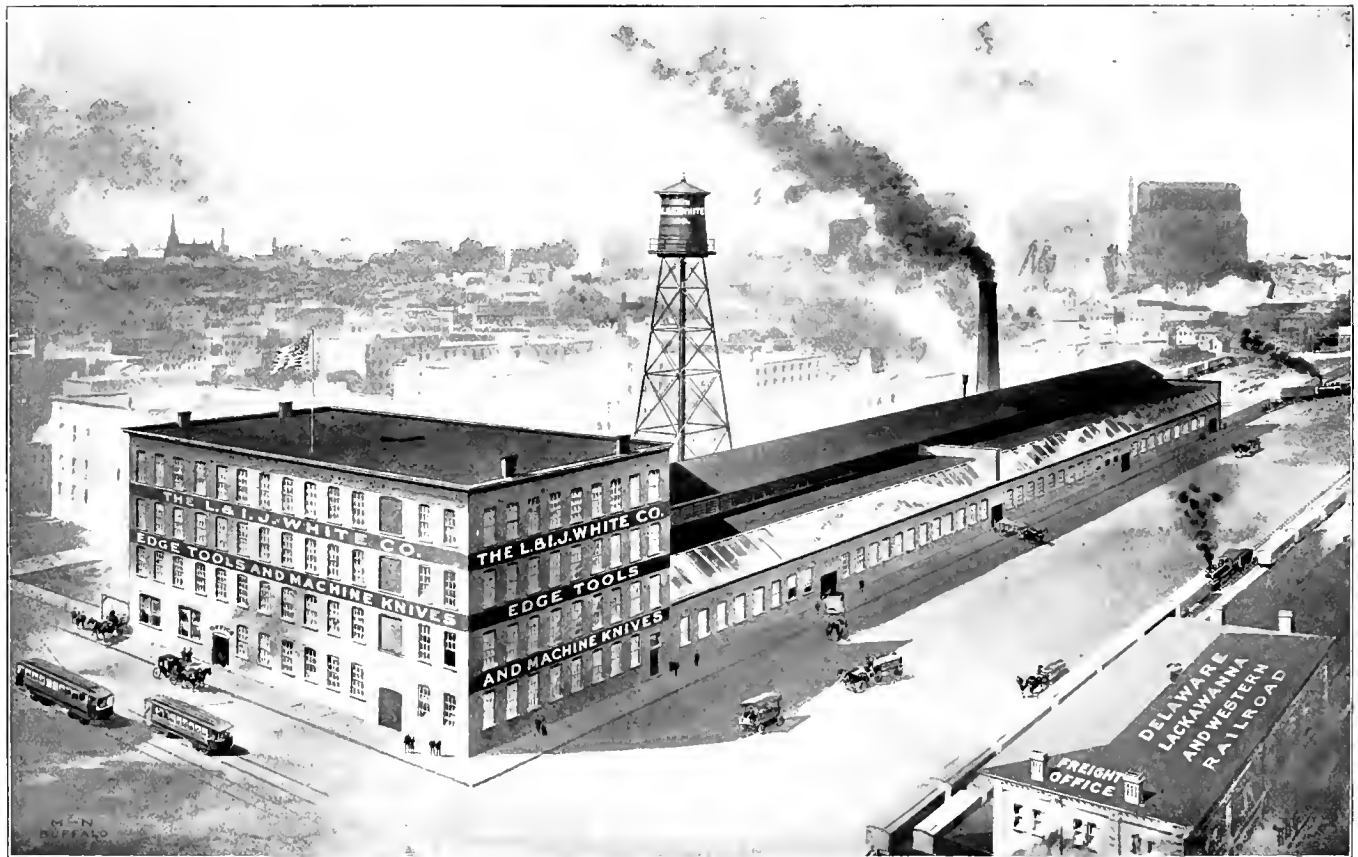
Some time ago the company added a new branch to their work—that of making dies of odd shapes for cutting envelopes, paper collars, novelties, leather work, boot and shoe lasts, etc.

The factory, a model of economy in time and labor, is equipped with ingenious labor-saving machinery. The welding and forging is done by trains of rolls, punched by machinery, polished and ground in the same way, and

Besides agencies in all the principal cities in the United States and abroad, the company maintains a branch in New York City, with J. H. Dillon in charge, and one at Chicago, with Jay Goldthwaite in charge, to which orders may be forwarded with the assurance that they will receive immediate attention.

The company was founded in 1837 by Leonard and I. J. White, both of whom are now deceased. In 1892 it was incorporated. Its present officers are: president and general manager, John G. H. Marvin; vice-president, M. White; general superintendent, J. W. White.

The John R. Keim Mills was incorporated in December, 1906, to take over the established business of John R. Keim.



THE L. & I. J. WHITE COMPANY

treated by mechanical contrivances in almost every state of manufacture. The large grindstones, weighing a ton each, are placed in position by machinery, and even the harmful stone-dust is sucked away from the whirling stones and carried off by machinery. The comfort of the employees is further secured by a plentiful supply of steam heat, and the building is very well lighted.

The stamp of The L. & I. J. White Company on any tool is a guarantee of superior quality. This is proved by the fact that wherever their goods have been placed in competition with the goods of other manufacturers, they have received the highest honors. This includes medal awards from the Paris Exposition in 1889; the Pan-American Exposition, 1901; and the Saint Louis Exposition of 1904.

an individual resident of New York City, who, for a number of years, operated a growing and successful business in this city, and established himself as a pioneer in the seamless forming of a variety of shapes new in metal drawing and forming.

The mills are located on the Erie and Lackawanna railroads, in the North Buffalo section of the city, with a frontage on Kensington Avenue. The natural advantages of this district for manufacturing could hardly be improved upon.

The buildings were erected and operations started about twenty years ago. The initial product was steel balls and small metal parts exclusively for the manufacture of bicycles. Mr. Keim became interested in the company

a few years after it was launched, and bought it outright. He put new life into its management and enlarged the scope of its products, going into markets heretofore exclusively supplied by castings or forgings and introducing a cold-pressed construction which has proven eminently superior from almost every standpoint. This line of activity has been gradually developed until, at the present time, the extent of work in this direction is practically without limit.

This plant was the first to produce by the cold-drawn process metal forms and shapes of maximum strength and minimum weight, displacing the older-established process of molding and forging metal while in a heated state. The experience gained in working thin metals and small contours has made it possible, through the years, to evolve intricate shapes of much greater thickness and correspondingly larger proportions.

In the development of cold forming and pressing of metal, machinery has had to be worked out especially adapted for the purpose. This work, together with the operation of its facilities, has enabled the company to

to the Lehigh Valley Railroad tracks. Switches from these tracks run directly into the shops, and thus give the best possible facilities for the shipment of its goods.

For many years this company has made a great majority of the hull forgings for all the big vessels built in America, which of itself is sufficient proof of the firm's superior products.

The firm was originally started in 1850 by Mr. Charles D. De Laney, and suffered the usual hardships and trials of a newly established business which had but a limited amount of capital. The company struggled along, gaining such strength and such an enviable reputation that in 1864 Mr. Thaddens D. Patchin, a prominent and generous banker of his day, was induced to take a half interest in the company. Under the title of The Niagara Forge Works, the partnership of Patchin & De Laney continued to grow and to gain strength until, in 1868, the firm began to assume its present cosmopolitan character.

During this latter year Mr. Charles D. De Laney bought Mr. Patchin's interest in the company, and then took into part-



THE JOHN R. KEIM MILLS

secure and school a working force now representing a very high class of labor.

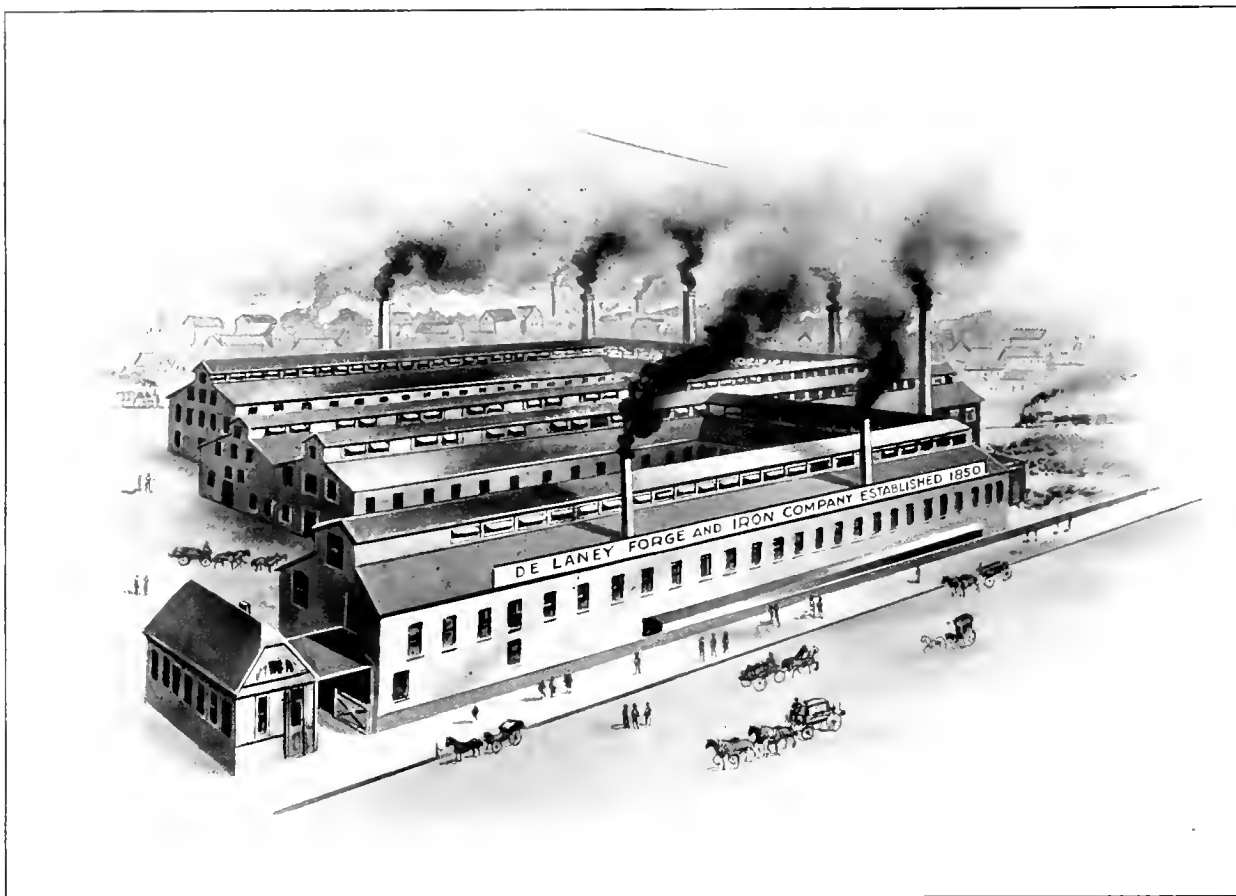
Products of the company at the present time go almost exclusively to manufacturers, and include the makers of agricultural implements, dairy machinery, electrical devices, automobiles, and, in fact, every industry that requires drawn-metal work of maximum strength and minimum weight.

The officers of the company are John R. Lee, president; S. S. Spaulding, vice-president; H. B. Spaulding, treasurer; E. G. Spaulding, secretary.

The De Laney Forge and Iron Company, at number 300 Perry Street, has been engaged in the manufacture of iron and steel forgings in this city for more than half a century. It is one of the largest institutions of its kind in the United States, catering especially to the marine trade, and numbers its customers along both coasts, the Great Lakes, the interior waterways, and throughout Canada. The plant of the company has a frontage of about five hundred feet on Perry Street, extending back about the same distance

nership with him his son, Charles A. De Laney, Mr. John Slote, and Mr. Joseph Howard. Under the direction and guidance of these gentlemen the firm branched out and grew rapidly. This organization continued until the death of Mr. Charles D. De Laney, in September, 1883, when his share of the company was bought by the surviving members. They continued to manage the company successfully until the death of Charles A. De Laney, in April, 1902. At his death his share of the company was purchased by the two surviving members, and the form of organization was changed from a copartnership to a stock company, and they still continue to own a vast majority of the stock.

It will thus be seen that during the fifty-seven years that this establishment has been a part of industrial Buffalo very few changes have taken place in its management, the company having been owned, operated, managed, and controlled by the same interests for the past forty years. The officers of the company today are Joseph Howard, president and treasurer, and David C. Howard, vice-president and secretary.

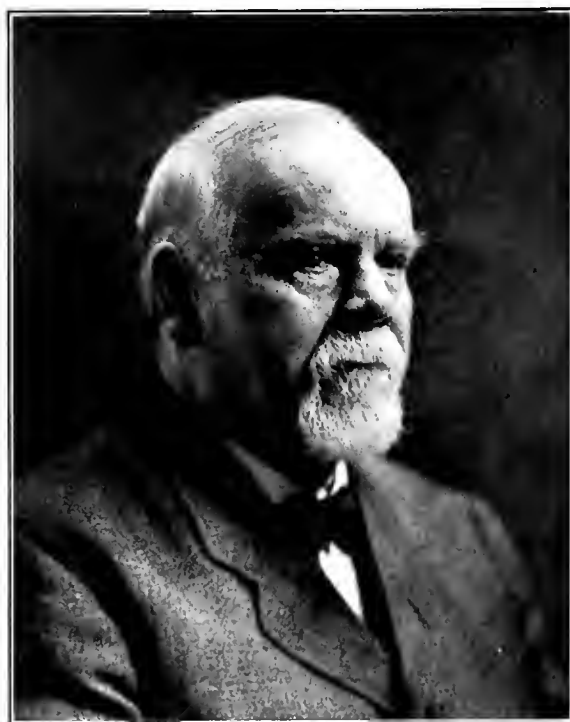


THE DE LANEY FORGE AND IRON COMPANY

The products of the De Laney company are so complex and so difficult of description, especially to the layman, that the camera has been called into play, and on an inserted page, adjacent to this sketch, will be found several illustrations of the great forgings the company has produced, pieces of work that are more or less notable in the industrial world.

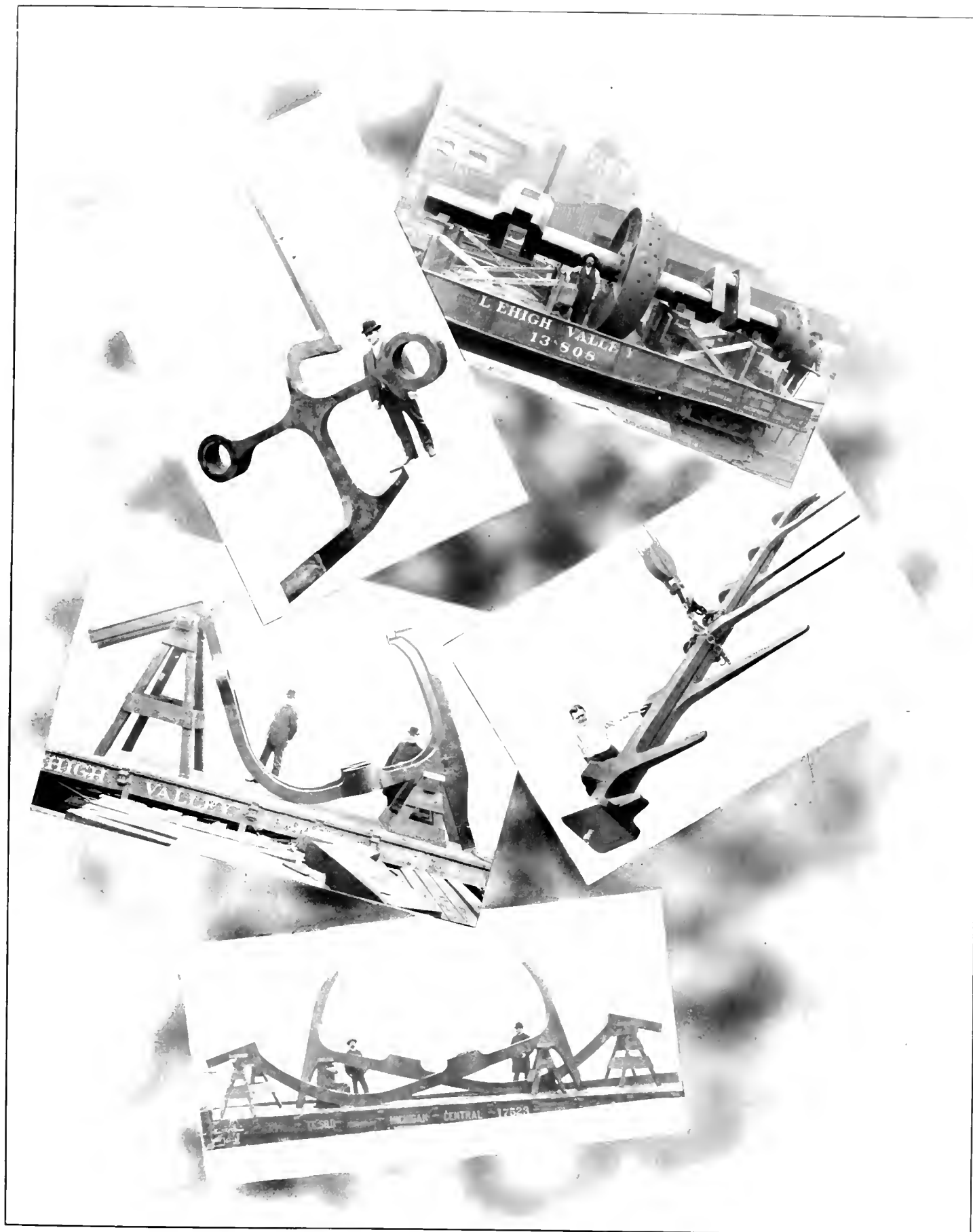
Joseph Howard was born April 27th, 1828, at Bury, Lancashire, England. He came to this country with his father and mother and the others of a large family when fourteen years of age. The family settled in Fall River, Massachusetts, and it was there, at a blacksmith's forge, that he laid the foundation of his practical knowledge in the working of iron and steel, which made him in after years the foremost smith of his time. This ability on his part was so generally recognized by the forge trade in America that, when an organization of the trade was made a few years ago and needed as chairman of its executive committee a thoroughly practical forgerman, Mr. Howard was unanimously elected to this position, and he directed the practical workings of this organization for years.

He came to Buffalo in 1868 to take an interest in The De Laney Forge and Iron Company. Since then he has continued actively to direct the practical workings of this institution. The complete supremacy of this company today, in complicated work, is a monument to Mr. Howard's ability and teachings.



JOSEPH HOWARD

Some Great Forgings by The De Laney Forge and Iron Company.



TWIN SCREW STERN FRAME FOR THE CANADIAN GOVERNMENT.
STERN FRAMES FOR A NEW YORK FERRY BOAT.

FINISHED DOUBLE THROW CRANK SHAFT.
RUDDER FRAME FOR AN OCEAN LINER.
STERN FRAMES FOR A LAKE FREIGHTER.

While he is well and favorably known in Buffalo, Mr. Howard has never entered into public or political life, though often requested to do so. Nor has he been conspicuous in social clubs or organizations, though he is a member of a number of Masonic bodies. His activities all his life have been in trade organizations, and it is there that his greatest influence has been felt.

David C. Howard was born in Bridgewater, Massachusetts, August 13th, 1860. He came to Buffalo with the family in 1868, and received his early education in the public schools of this city. At the age of sixteen he started to work in the shops of the De Laney company, and has continued to work for them ever since. For twenty-five years of his life he has stood before the hammers in the shops of the company making the intricate forgings for which this company is so celebrated.



DAVID C. HOWARD

His duties have made such demands upon his time that he has never participated to any great extent in either social or political affairs. He is a member, however, of all the Masonic bodies, of the Acacia Club, and of the Engineers' Club of New York City.

Three years ago he was elected vice-president and secretary of the company, and it will thus be seen that the management of the company today, as it always has been in the past, is in the hands of thoroughly practical men who are conversant with every detail of the business.

Pratt & Lambert.—Among Buffalonians finding a dual field of usefulness in business pursuits and civic affairs, a prominent place belongs to William H. Andrews. Though a resident of Buffalo only within a comparatively recent

period, Mr. Andrews is closely identified with the institutions and interests of our city. He is well known in the industrial world, being president of the extensive varnish works of Pratt & Lambert.

Without laying claim to the title, Mr. Andrews is, in point of fact, a publicist. A believer in organized effort, he is an important factor in movements having in view the commercial and industrial advancement of our city, and is in equal degree identified with measures in furtherance of good government, sound administrative methods, and the application of the business requisites of competence and integrity to the fulfillment of civic duties.

William H. Andrews is a native of New England, having been born in Thomaston, Maine, November 17th, 1860. His education was obtained in the local schools and supplemented by a business college course. He began his active career in the employment of Wadsworth, Howland & Company, paint and varnish manufacturers, of Boston, Massachusetts, and has ever since been engaged in the varnish business, being recognized as one of the country's most prominent men in this branch of industrial enterprise.

At the time of coming to Buffalo, Mr. Andrews was connected with the firm of Pratt & Lambert as general manager and treasurer, and has since become its president. The varnish works of which he has thus the executive supervision are among the largest in the world. An idea of the cosmopolitan scope of the business may be gained from the fact that besides its large Buffalo factory at Black Rock, the concern maintains plants in New York, Chicago, London, Paris, and Hamburg. Mr. Andrews makes an annual trip abroad to the associate houses.

Mr. Andrews purchased an interest in the firm of Pratt & Lambert in 1890, and built the company's plant in Chicago, remaining there as resident manager. In 1894 he rose to the position of general manager of the entire business, with headquarters in New York. As the business grew under his capable management, it seemed wise to concentrate the organization and centralize the manufacturing department, and, after carefully considering the matter, Buffalo was chosen as the most advantageous location, and in 1903 Mr. Andrews came to Buffalo and built the varnish works here.

The Buffalo establishment covers five acres and includes thirty-six different buildings. The raw materials used in manufacture come from both near and remote parts of the globe, many countries being drawn upon to ensure the superiority of product on which the firm has built its high reputation. The output of the Pratt & Lambert factories today is the result of fifty years of experience, coupled with unremitting attention in supplying the plant with every improvement which modern mechanical invention and chemical discovery can devise. The equipment is unsurpassed and in the manufacturing processes technical methods have been carried to perfection. The Buffalo works employ a force of one hundred and fifty skilled hands and assistants.

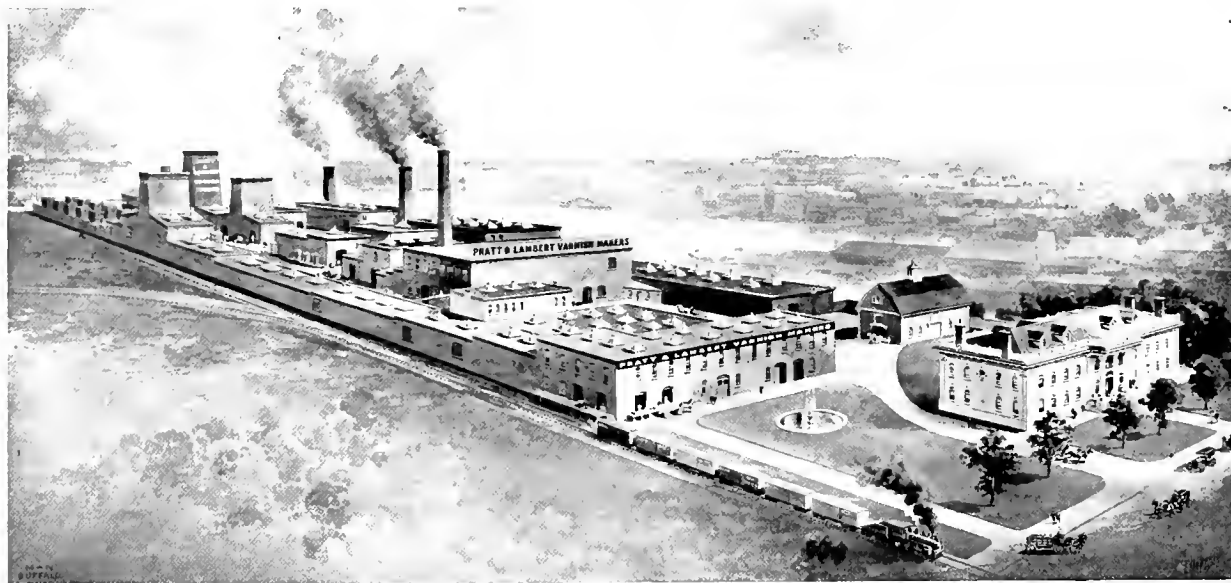
Besides his responsibility as president of one of the leading manufacturing concerns of the country, Mr. Andrews is a director of the Central National Bank, also The Frontier

Telephone Company, and is interested in various other local enterprises. He is a sterling business man, possessing executive talents of a high order and an unimpeachable reputation for lifelong integrity.

He is a trustee of the Charity Organization Society, a director of the Country Club, a member of the Ellicott,

Mr. Andrews has held the high offices of president of the National Paint, Oil, and Varnish Association and of the National Varnish Makers' Association.

Mr. Andrews takes an especially keen interest in the causes of municipal reform and of purification of the ballot. He was a member of the conference which in 1906 convened



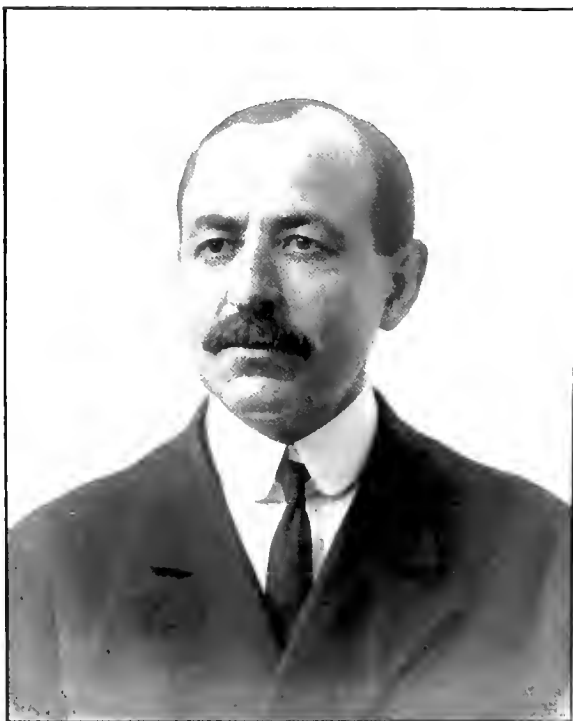
PRATT & LAMBERT

Buffalo, Saturn, and Park clubs of Buffalo, and a member of the New York Chamber of Commerce, the Lawyers'

at Washington, District of Columbia, for consideration of means of improvement in our consular service and in the relations between this and foreign countries.

In 1888 Mr. Andrews married Miss Kate Gresham, a daughter of the late Judge Walter Q. Gresham, of Chicago. Mrs. Andrews died in 1905, leaving one son, Walter Gresham, who is now a student at Lawrenceville Preparatory School, and a daughter, Harriet Carleton, who is attending Miss Porter's School at Farmington, Connecticut.

The character and career of Mr. Andrews are illustrative of the qualities and pursuits of an able man, energetic and enthusiastic in everything he undertakes, and making manifold activities center upon sound ideas of duty and citizenship.



WILLIAM H. ANDREWS

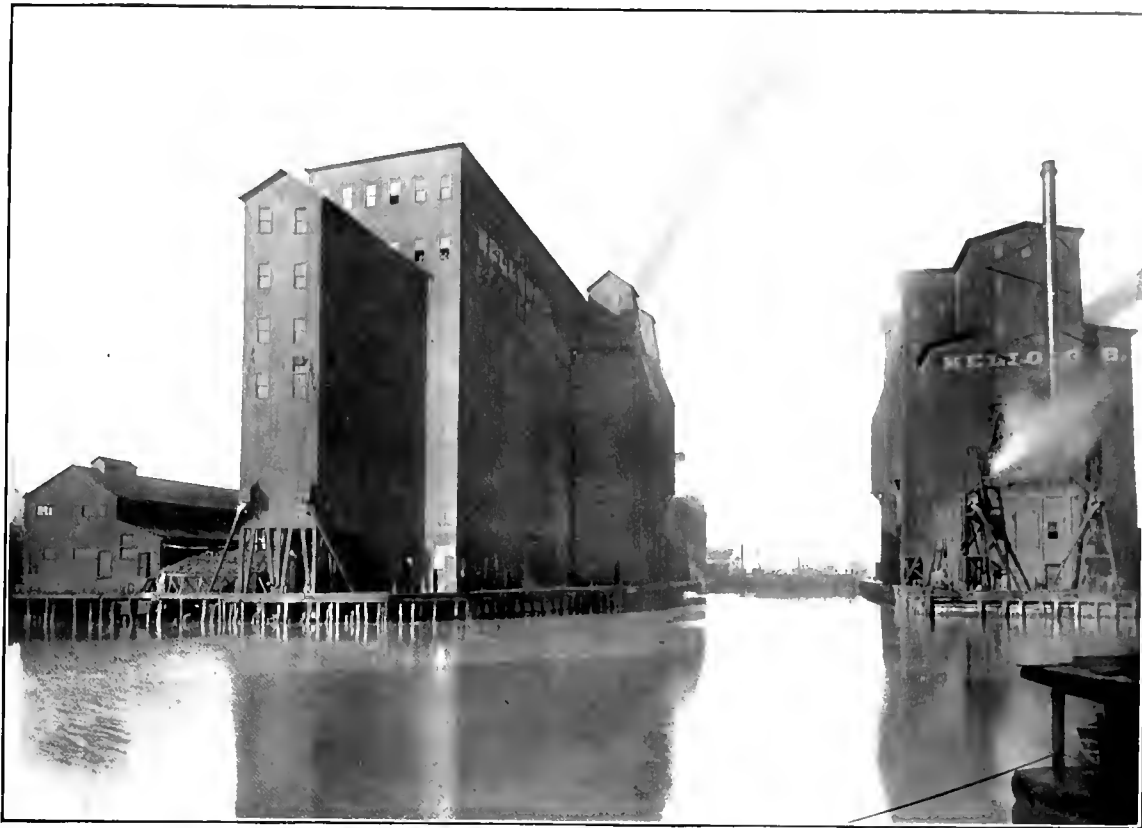
Club, the Drug Club, and various other organizations of New York City.

The Spencer Kellogg Company presents one of the rare instances in this country of a hereditary business. In 1824 Supplina Kellogg commenced to manufacture linseed oil at West Galway, New York, in an old-fashioned water-power mill which is still standing, and at the start his modest output was one barrel per day. At a later period L. & J. Kellogg, his sons, erected a mill at Amsterdam, New York, which was on a more ambitious scale, as it had a capacity of a number of barrels per day. The original mill was equipped with primitive apparatus, by which all linseed oil was at that time extracted from the flaxseed, but the new mill witnessed the introduction of the earlier type of hydraulic press.

Supplina Kellogg died in 1845, having previously associated with his two sons. The industry at Amsterdam is

still continued, but upon the death of Lauren Kellogg (son of Supplina), in 1853, his half interest was inherited by his daughter, and his son, Spencer Kellogg. The gradual westward movement of the flax crop, however, — a phenomenon which

the question arose, How will the flaxseed be brought to the Eastern mills? and putting his finger on the map where Buffalo was marked, he said to his partner, "That will be the great distributing point, and that is the place for our mill."



KELLOGG ELEVATORS A AND B

has greatly influenced the development of this business, — had left Amsterdam high and dry as a center for the manufacture of products derived from flax, so that the Kellogg mill was languishing. Mr. Spencer Kellogg, perceiving that this must be a permanent condition, sold out his share in that business, and, equipped with an already large experience acquired through familiarity with the matter since childhood, went west to study the prospects. Meanwhile he engaged in the banking business in Des Moines, Iowa.

Finally he entered into a partnership to erect a linseed oil mill in that town, which was to compete with one already established there. One day Mr. Kellogg was struck with the idea that the flax crop, which (as already stated) had progressed steadily in a northwesterly direction, and from having originally been chiefly grown in the vicinity of Philadelphia, had moved through Ohio, Indiana, and Illinois, and was now largely located in Iowa, must almost of necessity proceed farther westward, and would, therefore, eventually leave Des Moines out of its radius, as it had already left Amsterdam.

Further investigation convinced him that the flaxseed which was the raw material of his proposed mill, would in the end be grown principally in the Dakotas. But the principal markets for linseed oil were in the East. Hence



SPENCER KELLOGG

Acting on this theory, the Des Moines project was abandoned, and in 1879 they erected a mill at Buffalo, with three hydraulic presses. Events justified this wise foresight; today the flax is grown in the Dakotas, and the products are distributed at Buffalo. From three presses, The Spencer Kellogg Company has increased to one hundred and eighty-six, while the mill at Des Moines which they first proposed to rival is no larger today than it was then.

Fostered by good management and its excellent location, the Kellogg industry at Buffalo grew steadily. In 1890 the partnership was dissolved, and Mr. Kellogg alone built in that year what was up to that time the largest linseed oil mill yet erected in the United States. His new mill had thirty-six presses, just twelve times the number installed in 1879. Ever since then the business has rapidly expanded, and additions made at various times have brought the total number of presses at Buffalo up to one hundred and sixty-two. Besides this, in 1907 another plant was erected by the company at Minneapolis, Minnesota, which has a capacity of twenty-four presses, and which is in every way the latest and most scientific oil mill in the country.

As Mr. Kellogg's sons grew to manhood they entered his employ, and when in 1904 the business was incorporated under the name of Spencer Kellogg Company, his eldest son, Spencer Kellogg, Junior, became vice-president, and his second son, Howard Kellogg, secretary and treasurer, thus bringing the fourth generation into the family occupation.

The Spencer Kellogg Company plant at Buffalo is the largest individual linseed oil mills in the world, having almost twice the capacity of the next one in size. It is situated at Ganson and Michigan streets. Besides the oil mills there are also two large elevators, which are engaged in the general business of transshipping grain. A considerable portion of the grain receipts of the port of Buffalo pass through these two elevators. The mills have an annual capacity of thirteen million gallons of linseed oil and one hundred thousand tons of oil cake. Agencies are main-

tained in thirty-five of the leading cities of the United States and also in Antwerp and Rotterdam in Europe.

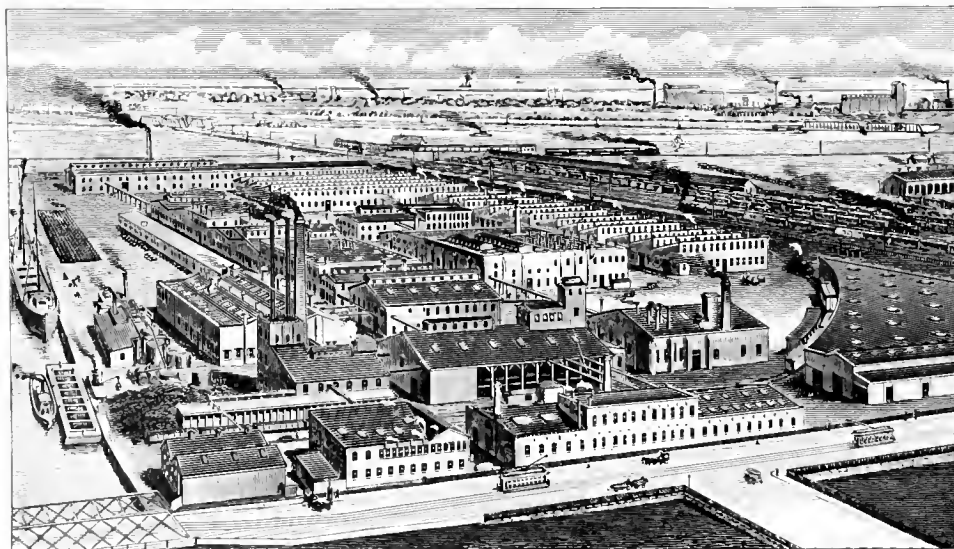
Mr. Spencer Kellogg has been interested in banking, elevating of grain, and manufacturing for thirty-five years, the manufacturing lines being varnish, paints, white lead, brooms (the most extensive in western New York), and steel. He is also interested in electric street railroad lines in this country and Holland.

The Schoellkopf, Hartford & Hanna Company, at 351 Abbott Road, is one of the most extensive plants in the world for the manufacture of aniline dyes. It was established about 1880 by Jacob F. Schoellkopf and was for some time known as the Schoellkopf Aniline and Chemical Works. It has a capitalization of three million dollars and employs three hundred and fifty men, distributing two hundred and fifteen thousand dollars yearly in wages, and the plant embraces about thirty-six acres of land, on which are located twenty-two buildings, the entire group being necessary for the company's productions. The company possesses superb shipping facilities, and the entire plant is fitted out with every modern convenience and special equipment that Mr. Schoellkopf's thorough knowledge of this industry directs. Mr. J. F. Schoellkopf is president of the company, and Mr. C. P. Hugo Schoellkopf is treasurer.

Jacob F. Schoellkopf was born in this city February 27th, 1858, and since that time no name has been more closely associated with the industrial growth and progress of Buffalo than his. He was the son of the late Jacob F. Schoellkopf, who was himself the founder of many of the leading industries of Buffalo and Niagara Falls. The younger Schoellkopf received his education in the local public schools and subsequently attended Saint Joseph's College. He then went to Germany to pursue his studies, attending schools at Munich and Stuttgart, where he made a special study of chemistry, graduating from the Polytechnic College at Stuttgart in 1880.

Reinforced with all this knowledge, Mr. Schoellkopf returned to Buffalo to engage in business. The study of chemistry had turned his attention to coal tar dyes, and he decided to enter that field. From this decision has grown the Schoellkopf Aniline and Chemical Works, now operated by The Schoellkopf, Hartford & Hanna Company.

Mr. Schoellkopf's business activities are not confined exclusively to the business which he has created. He is vice-president of The Commonwealth Trust Company and of the Central National Bank; director of the Columbia National Bank and of The Security Safe Deposit Company; director of The Niagara Falls Hydraulic Power and Manufacturing Company;



THE SCHOELLKOPF, HARTFORD & HANNA COMPANY

director of The National Aniline and Chemical Company, of New York; director in The Cliff Paper Company, of Niagara Falls, and of The International Hotel Company, of the same place. He is a member of the Buffalo His-

Germany, and they have three children—Jacob F. (a graduate of Cornell University and of the University of Strassburg, Germany, who is now engaged in research work at the above plant), Ruth Wilma, and Esther Spring Schoellkopf of this city.



JACOB F. SCHOELLKOPF

torical Society; of the National Geographical Society, of Washington; and of the National Economic Society. He is also a trustee of the Buffalo General Hospital.

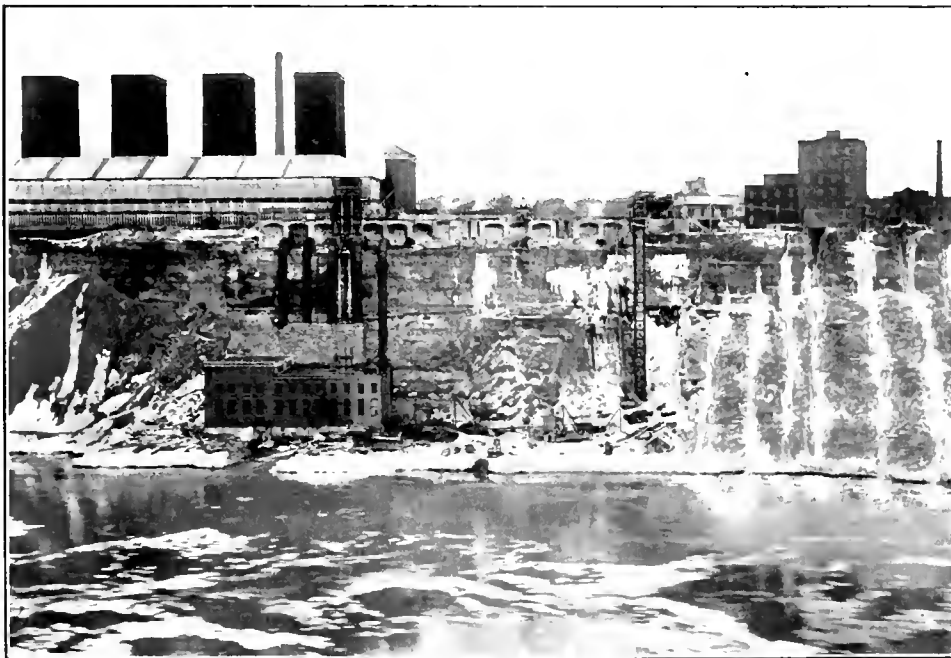
Mr. Schoellkopf married Wilma Spring, of Stuttgart,

The Niagara Falls Hydraulic Power and Manufacturing Company was organized in Niagara Falls in 1878, being incorporated under the laws of New York State at that time. The scope of its work is generally outlined in its title, it being an institution for the generating of power for manufacturing purposes. Mr. Jacob F. Schoellkopf took the most important part in the formation of the company, and associated with him were Arthur Schoellkopf, Louis Schoellkopf, George B. Mathews, and William D. Olmsted.

The water which passes over Niagara Falls drains two hundred and fifty thousand square miles. The volume of water in the Great Lakes is computed to be six thousand cubic miles, and it is further reckoned that the volume of water which passes over the falls is two hundred and sixty-five thousand cubic feet per second. The expert calculator, using these figures as a basis, concludes that this water passing over the brink represents five million horsepower. Thus it can be readily seen how great an advantage is placed before manufacturers who locate in the vicinity of Niagara Falls and what a mighty force for industrial development is found at their elbow.

In 1853 a grant was obtained from the owners of a strip of land one hundred feet wide, extending from a point above the upper rapids to the high bank below the falls. Even at this early date, the chance for power development by excavating a canal and diverting some of the immense volume of water passing through the rapids to fall to a level of the lower river, and in its fall to generate power, was discerned. The canal excavation had been completed in 1857, with the exception of a narrow extension at the south end of the basin, which was built in 1881. After completing the canal project, it was, however, idle until 1875, when it was purchased by the incorporators of The Niagara Falls Hydraulic Power and Manufacturing Company.

After the transfer of the property to the incorporators of the company, the new owners finished the excavating, but the canal remained idle for a few years. Then the work on the power plant was begun and the canal enlarged in 1892, and in the year 1896 the present power plant, number two, had been completed and was supplying power to different factories about Niagara Falls. Many additions and extensions have been made to the original plant from time to time, and work is now being done on



THE NIAGARA FALLS HYDRAULIC POWER AND MANUFACTURING COMPANY

a new plant, to be called plant number three. This has been completed, sufficient for its operation. The new plant is entirely separate from the original plant, being located some six or eight hundred feet to the north. The workings of the Hydraulic company are entirely below the first steel arch bridge.

The company now furnishes power to many of the largest factories and industrial establishments in Niagara Falls, to say nothing of the small concerns, stores, and like enterprises. Power is abundant in Niagara Falls if anywhere, and there is little excuse for being without it. Among the company's larger contracts for power is that for the Niagara Gorge Railroad, the Aluminum company, The National Electrolytic Company, and many other of the larger manufacturing interests in Niagara Falls.

Plant number two, which is one hundred by one hundred and seventy-six feet in dimensions, generates on an average

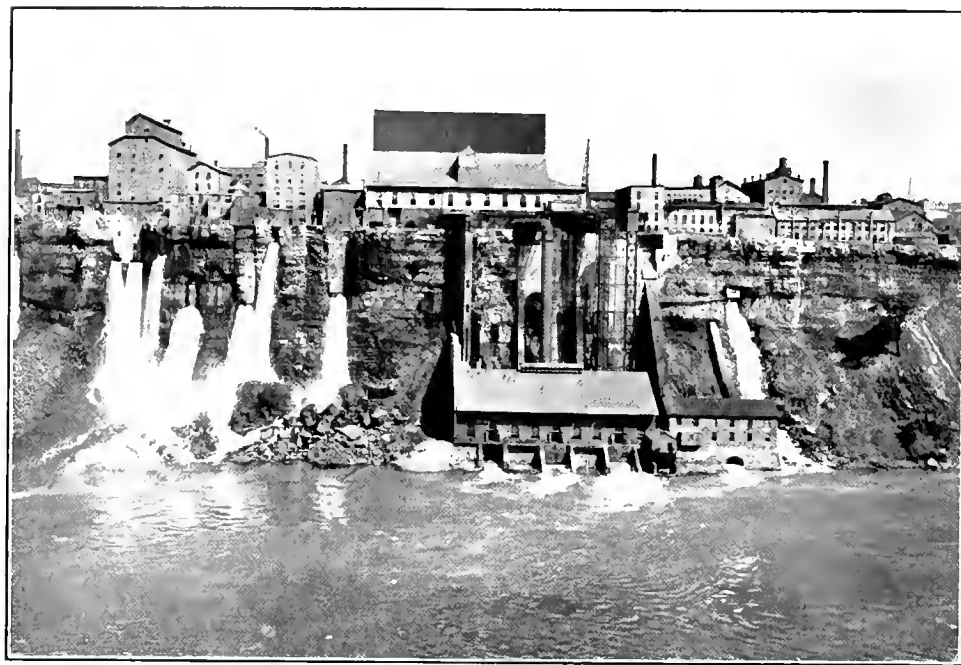
and, with power so near and so cheap, no better sites for manufacturing purposes can be found.

The present officers of the company are George B. Mathews, president; W. D. Olmsted, vice-president; Arthur Schoellkopf, secretary and treasurer; Paul A. Schoellkopf, assistant secretary and treasurer; John L. Harper, chief engineer. The three first-mentioned officers, together with J. F. Schoellkopf and J. L. Romer, are the present board of directors.

The Ontario Power Company of Niagara Falls, was incorporated June 27th, 1887, under the laws of the Dominion of Canada, "to supply manufacturers, corporations, and persons with water, hydraulic, electric, or other power," and is authorized to export such power into the United States. Its officers are: president, John J. Albright; vice-president, Francis V. Greene; secretary and treasurer, Robert C. Board. Its executive offices are located in Buffalo, while its works are at Niagara Falls South, Ontario.

The works of this company are situated in Queen Victoria Niagara Falls Park, and under the agreement with the commissioners of this park the company is allowed to develop not less than one hundred and eighty thousand horsepower. Designs for all buildings situated within the park limits were approved by the park commissioners in order to conform to the scenic requirements.

The plant of this company differs considerably from the standard design adopted for the majority of plants at Niagara Falls in that it does away entirely with the deep wheel pit, involving long vertical shafts, and also the long and expensive tailrace tunnels for carrying off the discharge water. The general scheme is as follows:



THE NIAGARA FALLS HYDRAULIC POWER AND MANUFACTURING COMPANY

of thirty-four thousand continuous horsepower, and when the new plant is completed this figure will be far exceeded. The entire fall of the water in the canal, from the forebay to the tailrace, is two hundred and ten feet.

The power canal, which taps the river at a point above Port Day, and runs throughout the city to a point below the steel arch bridge, furnishes a steady supply of water the year around, there being not even a diminution of the current during the winter months. Just below Port Day is the beginning of the rapids, with a fall of more than fifty feet in three quarters of a mile. By cutting across a bend in the river the canal comes out at the cliff below the bridge, the entire distance being about four thousand four hundred feet, and there is an extended level tract of land where factories can be erected without interfering with streets or buildings. Railroad tracks are convenient to the property,

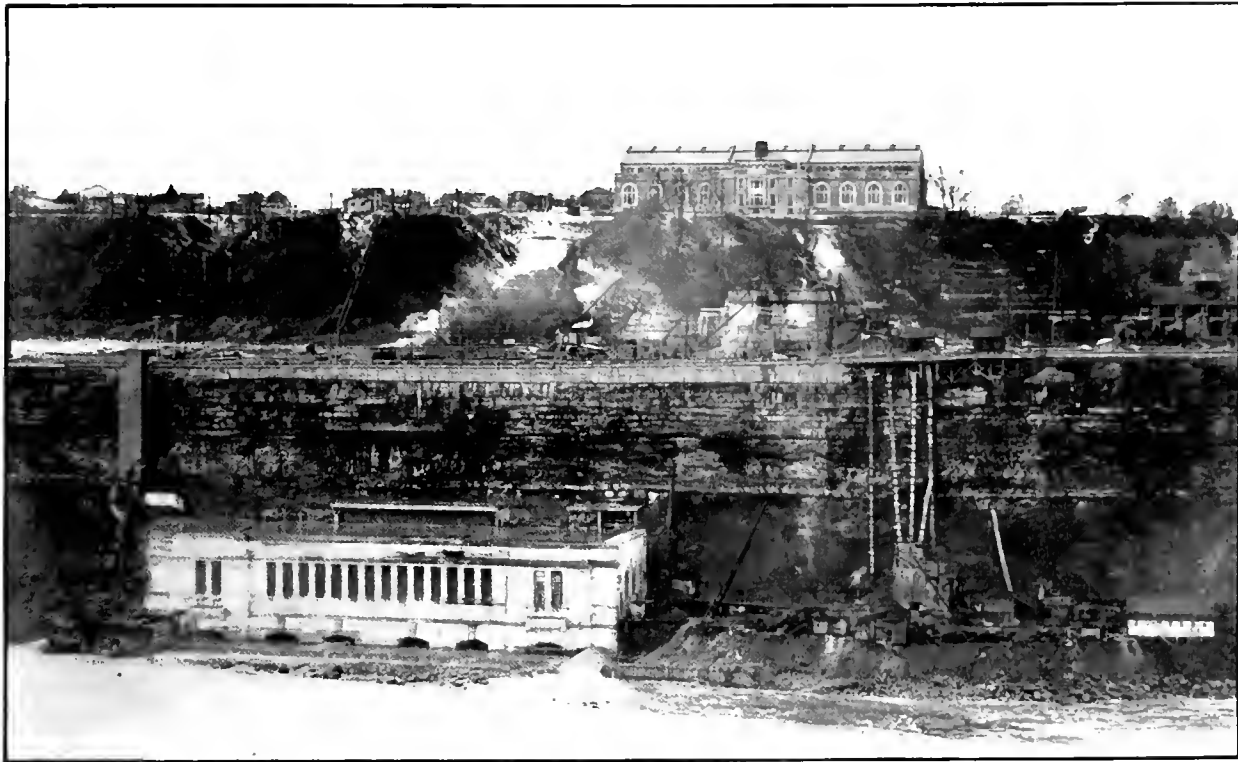
A forebay is constructed at a point on the Canadian shore known as the Dufferin Islands, where the water is taken from the river above the first line of rapids through a very ingenious series of curtain walls of concrete designed to prevent floating ice from entering the pipe. The water is conveyed from this point through the park by means of a pipe sixty-one hundred feet long to a point immediately above the power house, which is situated in the gorge at the foot of the falls. This pipe is made of steel surrounded by concrete and is eighteen feet in internal diameter. The power house is designed on classical lines, and made of concrete in order to be as inconspicuous as possible. Its ultimate dimensions will be approximately one thousand feet long by seventy-six feet wide, which will be sufficient for twenty-two units. Each of these units consists of a pair of twin horizontal Francis type turbines on the same shaft with an electric

generator, each unit being of twelve thousand horsepower nominal capacity. The generators run at a speed of one hundred and eighty seven and a half revolutions per minute under an effective head of one hundred and seventy-five feet. The completed power house will be composed of three groups of units, each having its own exciter plant consisting of two horizontal turbines of five hundred horsepower each, driving a direct current generator of three hundred and seventy-five kilowatts at two hundred and fifty volts running at three hundred revolutions per minute. These exciters are used for supplying current for the fields of the main alternators, as well as arc lamps, motors, and various other pieces of apparatus throughout the plant.

The current generated in the main units is conducted through cables imbedded in the walls of one of three cable

feet wide and thirty-two thousand feet long, running generally in a northerly direction to a point down the river known as the Devil's Hole, where they jump across in a span thirteen hundred feet long to the other side of the river in New York State. In addition to these high-tension feeders there are approximately thirty miles of lines serving Canadian customers at generator voltage.

The power transmitted to New York State is sold in bulk to The Niagara, Lockport & Ontario Power Company, incorporated under the laws of New York State, which distributes it to individual customers. This company has at present approximately four hundred miles of transmission lines running from Devil's Hole through Lockport and Rochester to Syracuse, a total distance of one hundred and sixty-seven miles from the distributing station, with branch



THE ONTARIO POWER COMPANY

tunnels which rise from the rear wall of the generating station to the distributing station, located on the hill some six hundred feet back of the power house and two hundred and sixty feet above it. In the distributing station are all of the switchboards, transformers, and other electrical apparatus, and the entire control of all of the electrical features of the plant is concentrated in one room, known as the control room, where one man will have practically the absolute control of the entire one hundred and eighty thousand horsepower. This feature, it is believed, is unique in that the man having actual control of the apparatus is isolated, and will therefore be subject to no noise or disturbances interfering with his work. From the distributing station, the transmission lines start out, two carrying power at sixty thousand volts, each having a capacity of forty thousand kilowatts, running over a private right of way three hundred

lines running to West Seneca, Batavia, Caledonia, Avon, Auburn, and Baldwinsville, near Syracuse. The right of way for these lines is three hundred feet in width from the river to Lockport, two hundred feet from this point to Rochester, and then seventy-five feet the remainder of the way to Syracuse, and is owned by the company in fee. In addition the company leases a right of way on the West Shore Railroad from near Akron to Syracuse.

Among the largest individual consumers of power from these lines might be mentioned The Lackawanna Steel Company, The Shenandoah Steel Wire Company, The Syracuse Rapid Transit Railway Company, The Lockport Gas and Electric Light Company, The Auburn Light, Heat, and Power Company, the Erie Railroad Company, and The Genesee County Electric Light, Power, and Gas Company.

The Buffalo General Electric Company.—The history of The Buffalo General Electric Company is largely the history of the electrical development of Buffalo in the past twenty-five years. In 1882, James Adams, A. P. Wright, J. F. Moulton, and H. G. Knowlton formed an organization for the purpose of distributing electric light in the city.



CHARLES R. HUNTLEY

The earliest application was for lights generated through what was then known as a Brush arc dynamo. The first demonstration was across Buffalo Creek, on what is known as the Island. The business spread rapidly and another establishment was started near the freight house of the New York Central Railroad. Later a plant was built in Wilkeson Street and another in Prenatt Street, near Buffalo Creek.

The franchise was granted by the Common Council to The Brush Electric Light Company and to The United States Electric Company, but the progress of the electric companies was exceedingly slow, and they met with all sorts of difficulties in establishing their business, ignorance and prejudice being always potential factors.

The early efforts of the company were confined to what was then known as the First Ward and the outlying districts, for the reason that it was not an easy matter for the existing lighting organization to address themselves to the illumination of streets in other quarters. Much criticism was made by individuals and a hostile press because such streets as Abbott Road and Elk Street were lighted by electricity, alleging that it was farm land and not recognizing that the lighting was essential to these great highways for those who came into the city with their goods in the early hours of the morning. But the criticism was upon so flimsy

a basis that it could not stand long in the light of use and appreciation.

In 1886 an organization was formed known as The Thomson-Houston Electric Light Company, which, in the main, purposed to do electric lighting on the west side. The results of the business of both companies was not entirely satisfactory, and a combination of interests, by the purchase of stocks and bonds of the respective companies by a common holder, was entered into in 1892 under the name of The Buffalo General Electric Company. The active elements of all the companies were associated in the new organization, with Mr. Daniel O'Day as president, Mr. George Urban, Junior, vice-president, and Mr. Charles R. Huntley general manager.

From that time on there has been a steady increase in the use and appreciation of electricity. In 1897 the steam plants of the various companies were gradually dismantled and the power was taken from Niagara Falls through The Cataract Power and Conduit Company. Today Niagara Falls power is distributed through The Buffalo General Electric Company and is probably the most potent factor in Buffalo's industrial life. At the present time there are different distributing stations in different parts of the city—in Wilkeson Street, Court and Main streets, Ohio Street, Babcock Street, and Ferry Street.

In Buffalo the use of electricity is becoming general, and the community is living up to its name—the Electric City. Particularly is the application of this force to all domestic requirements becoming popular; such as for house lights, heat for cooking and laundry purposes, for operating sewing machines, mechanical elevators, and so forth. The Buffalo General Electric Company has been the leading educator in this respect.

The offices of this concern are located in the new Fidelity Building, and the present officers are: president and general manager, Charles R. Huntley; vice-presidents, George Urban, Junior, and Andrew Langdon; assistant manager, William R. Huntley; treasurer, D. T. Nash.

The L. M. Ericsson Telephone Manufacturing Company.—Among the larger industries recently located in Buffalo is that of The L. M. Ericsson Telephone Manufacturing Company. The plant is situated on Military Road near the city line.

After careful research and investigation Buffalo was found to be the most desirable location for this plant. Unsurpassed facilities for transportation by lake, canal, and rail, unlimited electric power, and a large population of diversified classes from which to employ labor were the practical inducements in selecting this city. A site was purchased covering thirteen acres of ground and situated between the New York Central & Hudson River Railroad tracks and Military Road. The city is within easy reach by trolley.

The two buildings, which constitute the plant at present, were commenced in the fall of 1905. The factory is constructed of shale brick and Portland cement mortar, avoiding the use of lime entirely. It is of the modern one-story design, eliminating elevators and stairs. The roof is of

sawtooth construction, with windows toward the north, affording a steady light and no shadows. All vibration is prevented by firm, independent, well-braced trusses. The floor is composed of expanded metal and concrete with maple covering. The posts in this building are placed on twenty-five foot centers one way and ten and a half foot centers the other way.

Figure 2 shows the lavatories. The hall has steel roof construction with skylights, white enamel walls, and mosaic floor. The partitions between the toilets are marble. Solid porcelain washbowls, with hot and cold water and individual steel lockers, have been provided. Steel seats are placed along the wall, and everything possible for the health and comfort of the employees has been furnished.

The receiving room and shipping department are at

fourteen thousand feet of steam pipe, is at the side of the boiler room. Space is reserved for another fan and heater.

In the rear of the boiler room are the ovens and furnaces for hardening and annealing. A large forge and grinding shop is also in this section of the building.

Power is received for lighting and motors from Niagara Falls by a private underground conduit. A cable with six hundred horsepower capacity transmits the current from the power company's twenty-two hundred volt mains. From this voltage the current is transformed to four hundred and forty volts for power and to two hundred and twenty volts for lighting.

The plant is equipped with two W. K. Westinghouse transformers of two hundred horsepower each. Room for an additional one is provided, which when installed will



THE L. M. ERICSSON TELEPHONE MANUFACTURING COMPANY

the south side of the building, where a private switch from the New York Central & Hudson River Railroad tracks brings the cars to the doors, affording convenience in loading and unloading. A large fireproof safe is built in the stock room in which to keep valuable tools and dies. The equipment of the tool room is superior in every detail. The machines used in all departments are of the latest manufacture and the most approved types. In the power house are two one hundred horsepower boilers for heating, also a twenty-horsepower boiler for use during the summer.

Sturtevant's system is installed for heating the plant. The heated air, forced by a fourteen-foot seven-inch fan, enters the building through registers in the east and west walls. The fan is run by a fifty-horsepower motor. The heated air is driven one hundred and twenty-five feet each way and the used air drawn out by suction through registers in the floor. The fan apparatus, with heater containing

make a total of six hundred horsepower. In this room are also placed the smaller transformers for light, the main high-tension primary and secondary panels with oil switches, time relays, recording ammeters, and main switches for the different groups of motors.

The gas plant, a large oil pump, and air compressor supply the twenty-horsepower boiler, furnaces, brazing burners, and ovens with heat. A ten thousand two hundred gallon oil tank furnishes the fuel for the plant. The oil tank is outside of the building and underground. It is automatically arranged and can produce any amount of gas required.

The plant is protected by sprinklers having a supply from a hundred and fifty pound water main reinforced by a fifty-thousand gallon tank placed on a seventy-five foot steel tower.

The large grounds surrounding the buildings will be

the site of the additional factories soon to be constructed. All power, water, heating and lighting apparatus, boilers, and sprinklers were installed with the intention of erecting three more buildings, and no alterations will be necessary to supply them.

Schoellkopf & Company.—The business of tanning sheep leathers, now carried on more extensively by Schoellkopf & Company than by any other firm in the United States, was originally established by

Since its organization Schoellkopf & Company's business has increased in every line of its trade, and the tanneries now controlled by the company turn out a complete line of sheep leathers. They furnish every shade in beading and facing skins, together with four distinct tannages and finishes of glazed black for the manufacture of shoes. They also turn out a large line of calf-finished colored stock for men's shoes in the different shades and qualities, all of which are distinguished by being perspiration proof. They manufacture a large amount of glazed black stock,



LAVATORIES—THE L. M. ERICSSON TELEPHONE MANUFACTURING COMPANY

Lymburner & Torrey, who started a pullery and sheepskin tannery in 1862, their chief products being white and colored toppings, russet linings, russet aprons, and a small amount of pulled wool. In the year 1877 the late Jacob Schoellkopf, one of the most prominent manufacturers on the Niagara Frontier, and one of the chief stockholders and organizers of The United States Leather Company, purchased their business and reorganized it under the name of Schoellkopf & Company, manufacturing the "Esco brand" of sheep leathers. The daily output of the factory at that time was about two thousand skins. Some idea of the phenomenal growth will be gained when it is known that in 1904 the product exceeded twelve thousand skins daily.

of which the glazed excelsior blacks are the best known and of the best quality. Special attention is given to colored skins and sole stocks for soft sole and infants' shoes; also to alligator-finished roans for slippers and specialties.

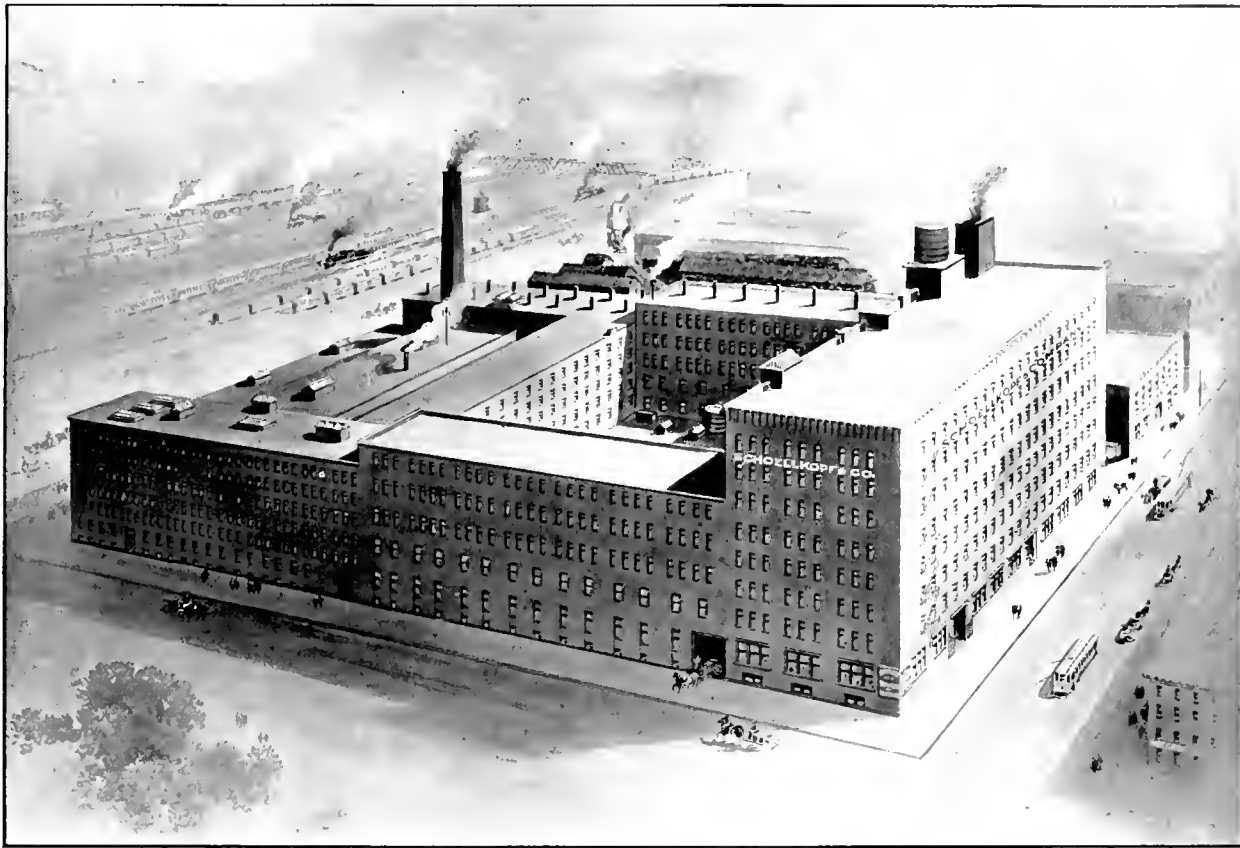
In the glove line the company has been very successful with the well-known colored Napa glove, which is claimed to be the same in every respect as Dent's celebrated Bevington leather. Provision is made for the medium and lower grades of gloves, gauntlets, and mittens and an exclusive variety of colored mittens and glove leathers, soft pliable tannages, fireproof and waterproof stocks, together with specially finished leathers for cuffs and wrists. Dealers in leathers and findings, harness manufacturers, and others can find a complete line of sheep leathers, including uniform

size large-spread aprons; russets; pads and linings for saddle and harness manufacturers, bellows-makers, blacksmiths; and so forth. The firm also produces an extensive line of black and colored skivers and bag roans for the manufacture of dress-suit cases and traveling bags.

Of late years the firm has produced great quantities of hand-soured, bark-tanned, strictly Chicago packer take-off shearlings for duck coat manufacturers, and also many black and brown shearlings, in fast, crock-proof colors, to be sold to manufacturers of fur gauntlets, robes, and coats. Among the specialties manufactured are skins for mills of different sorts; for meter, cap, and toy manufacturers; for bookbinders; and for belt, suspenders, purse, and leather goods manufacturers. A complete line of sam-

Dallas, Texas, 225 Commerce Street, H. F. Speer, manager; London, England, 46 Saint Thomas Street, P. C. Hanisch & Company.

The plant of Schoellkopf & Company, at the corner of Perry and Mississippi streets, is considered the finest of its kind in the world. From the very first it occupied a large space and several years ago it was still further enlarged, giving a total floor space of a little more than three hundred and thirty-one thousand square feet. Since then additional property has been acquired, and large, commodious, six-story buildings of the most improved and modern type will be erected, giving a total floor space of five hundred and eighty-eight thousand four hundred and thirty-two square feet, still leaving room for further extension. The



SCHOELLKOPF & COMPANY

ples of all this trade product is carried at the different branch houses and selling agencies.

It needs but a glance at the list of selling agencies to show how extensive and far-reaching the business of the Schoellkopf company is.

Such agencies are maintained in the following cities: Boston, 93 South Street, A. F. Gordon, manager; New York City, 32 Spruce Street, S. R. Safford, manager; Gloversville, 55 South Main Street, P. F. Langley, manager; Chicago, 199 Lake Street, A. Buerger, manager; Saint Louis, 811 Lucas Avenue, W. G. C. Kimball, Junior, manager; Philadelphia, 411 Arch Street, W. A. Lippincott, manager; Cincinnati, 810 Sycamore Street, Griess, Pileger & Company; Rochester, 26 Andrews Street, R. P. Martin, manager;

offices and workrooms in the plant are well laid out, with an eye to the comfort and health of the seven hundred workmen employed there.

Buffalo Gasolene Motor Company. The plant of this company is located at 1280 to 1290 Niagara Street at the corner of Auburn Avenue. It is a thoroughly modern plant, being constructed especially for the manufacture of their production. It is equipped with all the latest and best machinery and tools.

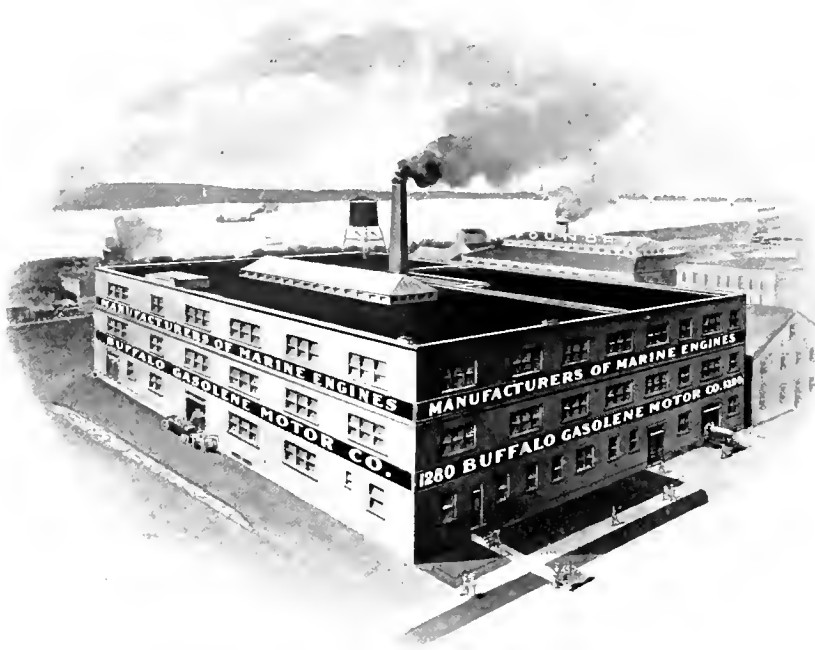
The Buffalo Gasolene Motor Company are manufacturers of the celebrated "Buffalo" marine engines, devoting their entire time and attention to this one particular line. They build two distinct lines for marine work—their regular

type for the ordinary launches, semi-speed boats, etc., this size being made from two to one hundred horsepower; and their special slow-speed heavy-duty type for fishing boats, work boats, small tugs, heavy cruisers, etc., where ability

world. They have worked up a very enviable foreign business, and have important connections abroad.

The company was organized in 1899, being one of the pioneers in the marine engine field. The present officers are L. A. Fischer, president; A. F. Dohn, vice-president; A. Snyder, secretary and treasurer and general manager; W. E. Blair, general superintendent.

Interested visitors are always welcome at the factory and a visit to their plant is very instructive, as well as interesting.



THE BUFFALO GASOLINE MOTOR COMPANY

to stand up under the most severe conditions is the prime requisite.

Their product is well and favorably known all over the

company with John Walkam and the late Philip Dohn opened a lumber and planing mill business under the name of Walkam, Dohn & Fischer, and the name was afterward



LOUIS A. FISCHER



ALBERT F. DOHN

changed to Dohn & Fischer, and still later to Dohn, Fischer & Beyer, under which title the business is at the present time being run. Mr. Fischer is also president of this company.

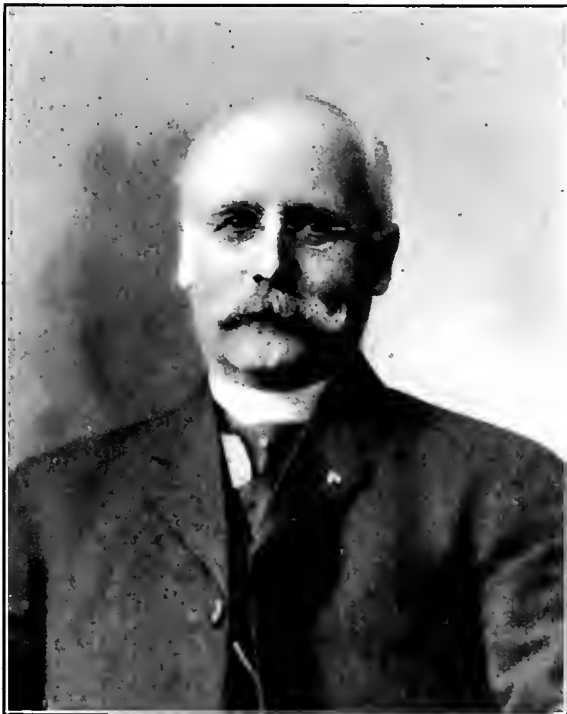
In 1899 Mr. Fischer with several others organized The Buffalo Gasolene Motor Company and has been president of same since its incorporation. Mr. Fischer is also a director of the German-American Bank, as well as being interested in several other lines of business.

Albert F. Dohn was born in South Cayuga, Ontario, Canada, August 3d, 1875. He received the ordinary common school and high school education and also a regular business college course. He came with the concern shortly after incorporation, and became vice-president upon the death of his uncle, the late Philip Dohn, in June, 1905.

Mr. Dohn pays special attention to the sales department, and is considerably out of town. He is a member of several clubs and associations, and has an extensive acquaintance.

Abraham Snyder was born of German parents in the township of Rainham, county of Haldinand, Ontario, Canada, in the year 1845. When sixteen years old he started to work in the largest hardware and general store in Dunville, Ontario, where he continued and was employed until 1868, working himself up to head clerk.

Feeling that there was greater opportunity on this side of the border, Mr. Snyder came to Buffalo in 1868, entering



ABRAHAM SNYDER

the employ of, at that time, a prominent dry goods merchant on Genesee Street, where he was employed until 1872, when he entered into partnership with Philip Ansteth, opening a dry goods store in Elk Street. He continued in this business

for five years, when he sold out to his partner and associated with W. H. Garbe in the same line of business on the same street, where he continued for another five years, again selling out to his partner and entering into the boot and shoe business, in which he continued until 1898, when he retired from active business. He helped to incorporate The Buffalo Gasolene Motor Company in 1899 and has been secretary and treasurer since its inception, and a year after was also made manager, which position he still holds.

Mr. Snyder is a very conservative and careful business man, and his prudent management, together with able assistance from fellow-directors, is responsible for the present enviable standing of The Buffalo Gasolene Motor Company.



WILLIAM E. BLAIR

William E. Blair, general superintendent of the above concern, was born in November, 1863, at Thornberry, Ontario, of Scotch parents, coming to the United States with his parents early in 1864. He received a common and high school education in this city.

Mr. Blair started to work in the employ of W. W. Oliver of this city, where he received his mechanical education and learned the trade of fine tool-making. He remained in that employ until seven years ago, when he entered the gasolene engine field as foreman for The Conrad Motor Carriage Company, automobile manufacturers, from which position he retired to accept the position of foreman of the machine shop of The Buffalo Gasolene Motor Company, entering their employ on April 4th, 1903, being soon after promoted to his present position of general superintendent.

Mr. Blair is a capable mechanic, has a large acquaintance, and is a member of various clubs and associations, also a prominent Mason.

The Crosby Company.—The real beginning of the business of The Crosby Company, which is the stamping, drawing, and forming of sheet metal, was back in 1892, when Mr. W. H. Crosby, then a junior officer in a small concern engaged in the manufacture of steel balls for bicycles, worked out in a practical manner a stamped steel lug for a bicycle frame. The idea did not appeal particularly to the other members of the company, and nothing was done beyond making a few experiments.

A little later, in the fall of 1893, a new company, The Spaulding Machine Screw Company, was organized, of which Mr. Crosby was made the manager. This gave him the opportunity he desired to develop sheet steel stamped parts for bicycle construction, and almost immediately he began to manufacture such parts for certain of the bicycle manufacturers. Up to this time bicycle frame

Machine Screw Company became in three years one of the largest concerns engaged in the manufacture of bicycle parts. In 1896, Mr. Spaulding, the senior partner, became involved in personal financial difficulties, with the result that Mr. Crosby withdrew from the management and organized a company of his own. He took with him his brother, Mr. A. G. Crosby, Mr. William H. Hill, and Mr. Edward Ehler, all of whom had been employed in The Spaulding Machine Screw Company during the years of Mr. Crosby's management. The new company was organized in June of 1896, with Mr. W. H. Crosby as president and manager, Mr. A. G. Crosby vice-president, Mr. William H. Hill secretary and treasurer, and Mr. Edward Ehler superintendent, with office and works at 506 to 508 Genesee Street. The untimely death of Mr. A. G. Crosby in the summer of 1900 was a hard blow to the company, as he was



THE CROSBY COMPANY

connections or joints had been made exclusively from solid drop forgings which had to be bored out and machined to a very considerable extent. The fact that the sheet steel stamped parts could be produced for much less money led many manufacturers to consider them "cheap," and, therefore, undesirable for a "high-grade" bicycle. Bicycles at that time were retailing for a hundred and fifty dollars. It did not take long, however, for the more progressive of the manufacturers to discover that the sheet steel stamped parts were exactly as strong and as desirable in every way, and they began to use them largely, although at first without advertising the fact. They were able not only to reduce the cost of their product very considerably but also increase it largely, owing to their relief from the long process of machining drop forgings, and the fact that these stamped parts could be delivered in large quantities in short time. The result was that The Spaulding

accounted one of the very best salesmen in the whole trade. In other respects the personnel of the company has remained unchanged. In 1896, when The Crosby Company was organized, its sole business was the manufacture of bicycle frame parts from sheet metal. It had its serious "ups and downs" during the bad years of the bicycle trade in 1897, '98, and '99, and was forced during that time to develop new fields for the use of stamped work. In this it was very successful, and many special parts for a great variety of different trades were added to its list of products. These include, to mention only a few, parts for wagons and carriages, harnesses, sewing machines, scales, ice skates, agricultural implements, trolley wheels, telephone instruments, power transmission lines, and many others. In addition to this there came the rapid development of automobiles and motor vehicles generally, which gave the company a special field for stamped parts. Such vehicles

require great strength with light weight, and nothing will give these qualities at a reasonable price better than sheet steel and brass stampings. During the past five or six years of rapid development in the automobile industry the company's business has grown tremendously. Its quarters on Genesee Street became inadequate in 1903, and in that year the company purchased and moved into the large four-story brick factory building on Pratt Street which it now occupies. Even this building did not prove large enough for any length of time, and in 1905 a four-story fireproof wing was added on the north side. Again, in 1906, came further need for increased capacity, and the adjoining property was purchased and a large two-story brick building erected thereon.

William H. Crosby, president of The Crosby Company, at 171 and 189 Pratt Street, is one of the best-known business and club men in Buffalo. He was born at Markham, Ontario, August 3d, 1862, and received his early education in the public schools of that place, and later in the schools of Toronto. In 1877 Mr. Crosby qualified as a school-teacher, in which service he continued for about four years, coming to Buffalo in 1881. With the exception of five years (1883 to 1888) spent in Boston, Massachusetts, as the New England representative of a Buffalo oil refining concern, this city has been Mr. Crosby's home since that time.

In the year 1896 he organized his present successful business, now carried on under the name of The Crosby Company, of which he is the head. The business engaged



WILLIAM H. CROSBY

in by the firm is sheet metal stamping and the manufacture of parts and fittings for bicycles and automobiles.

Mr. Crosby's business activities are by no means confined to the company which bears his name. He is president of The Charles E. Hall Company, of Buffalo, manufacturers of hardware specialties; president of The National Cycle Parts and Accessories Association; vice-president of The National Motor and Accessories Association; and a director of The Central National Bank, of this city.

In all movements for the uplifting of young men, Mr. Crosby has always taken an active part, and he is at the present time chairman of the board of managers of the Central Young Men's Christian Association. He is also president of the board of trustees of the new Buffalo Hahnemann Hospital. In club life he is especially prominent, being a member of the Buffalo, Ellicott, and Park clubs, the Buffalo Canoe Club, and a number of other social organizations.

Mr. Crosby was married in 1890 to Emma C. Newton, of Boston, Massachusetts.

William H. Hill, treasurer of The Crosby Company, was born in Brooklyn, New York, in 1866, and was edu-



WILLIAM H. HILL

cated in the public schools of Passaic, New Jersey, and at New York University, New York City. In 1885 he entered business life in New York City, continuing there for the following six years, except for one interval of a year, when he represented his firm in Boston, Massachusetts.

In 1891 Mr. Hill first came to Buffalo, having accepted a position with The Niagara Machine Company of this city. He was sent by that company to England as their European agent, with headquarters at Birmingham, and

continued there two years. Returning to Buffalo in 1893, he joined forces with Mr. William H. Crosby, who was then organizing the sheet metal stamping business now known as The Crosby Company, becoming successively secretary, and, later, treasurer of that corporation, which office he now holds. Mr. Hill is also vice-president of The Charles E. Hall Company, of Buffalo, manufacturers of hardware specialties.

In club and fraternity life Mr. Hill has taken his part, being a member of the Buffalo, Ellicott, and Park clubs and of the Delta Upsilon Fraternity.

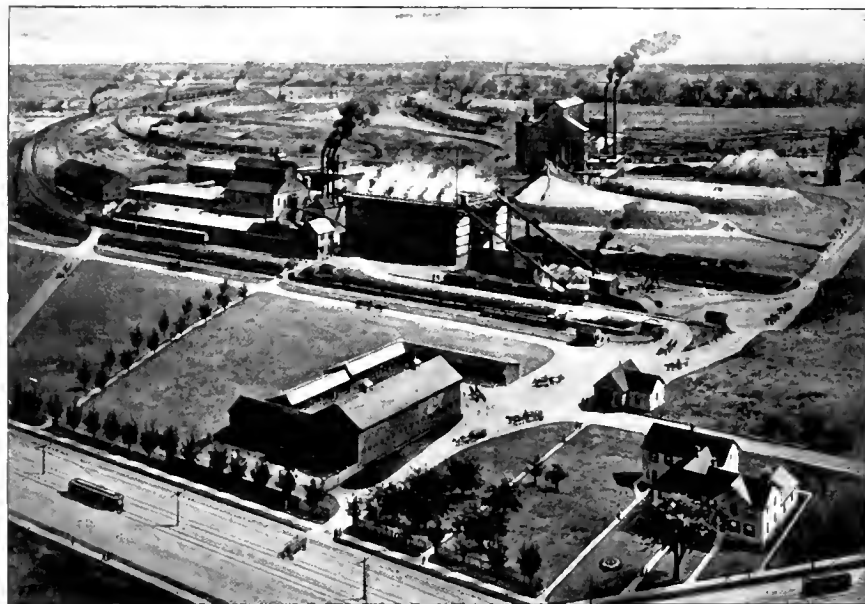
Mr. Hill was married in 1902 to Emeleen H. Carlisle, of Passaic, New Jersey.

Lewis J. Bennett, president of The Buffalo Cement Company, prominent citizen, and well-known business man, was born in the town of Duanesburg, Schenectady County, New York, July 7th, 1833. He was the son of a farmer, William Bennett, who, three years after the birth of the subject of this sketch, removed to the town of Glen, Montgomery County, New York.

The early life of Mr. Bennett was much like the lives of all farmers' sons during those early times—hard work, not a few hardships, and slow advancement. He worked on the farm in summer and attended the district school in winter until the age of sixteen years, when he entered the employ of Chapman & Smith, grocers in a small way, in the village of Fultonville, New York. For his services Mr. Bennett re-

ceived the munificent sum of six dollars a month. In 1851 he went to school at Fort Plain, New York, and in November of that year entered the firm of Chapman, Peek & Company, at Fultonville. When Lorenzo V. Peek withdrew from the firm three years later it became known as Chapman & Bennett.

In the spring of 1856 Mr. Bennett sold his interests



THE BUFFALO CEMENT COMPANY



LEWIS J. BENNETT

to William W. Kline and went to California during the troublesome times of the "Vigilantes," and is one of the few men who remember those stirring times on the "Gold Frontier." He returned to his native State in 1856, and in November purchased a one-third interest in the firm of Chapman & Kline, which for the next ten years was known as L. J. Bennett & Company. October 6th, 1857, Mr. Bennett was married to Mary F. Spalding, the daughter of Andrew Spalding, of Johnstown, New York. In 1861 he was appointed by the Canal Board collector of tolls at Fultonville, and reappointed the following year. In 1865 he was elected supervisor of the town of Glen, and during that service raised forty-three volunteers for the Federal Army in the Civil War, thus protecting his constituency from a draft.

In the spring of 1866 Mr. Bennett sold out his interests in the mercantile business to Chapman & Kline and moved to Buffalo, immediately assuming the canal repair contract in that territory, embracing all the basins and slips in Buffalo and for seventeen miles east of this city. In the spring of 1868, with Andrew Spalding and John Hand, he formed a contracting business for city, State, and Government work, covering all of western New York. It was during this work that the first iron bridges in western New York were constructed, under Mr. Bennett's supervision.

It was in 1874 that Mr. Bennett first became interested in the manufacture of hydraulic cement, and in 1875, in

anticipation of a fast-growing business, he purchased upwards of two hundred acres of land in the northern section of the city along Main Street. In March, 1877, he organized The Buffalo Cement Company, Limited, and was elected its first president, which post he has held continuously ever since. The company was capitalized at one hundred thousand dollars from the beginning, and still controls the great area of land on the east side of Main Street extending back to Bailey Avenue. Its value has greatly enhanced, and today its assessed valuation is nearly a million dollars. On it are located the quarries and factories where the cement is produced. With Mr. Bennett is associated, as vice-president, his son, Leslie J. Bennett. Mr. James P. Wood, formerly vice-president and treasurer, died June 7th, 1906. The former vice-presidents of the concern are Ambrose Clark, George Talbot, W. W. Pierce, and Andrew Spalding. The firm today employs about two hundred and fifty men.

In Fultonville, the village of his early life, he is best remembered as one of the founders of the local free school system. In 1861 he was one of three to present the village with an educational system that has stood the test of the many intervening years and grown to be a model for other villages.

The Buffalo Cereal Company, of Buffalo, New York, whose plant is herein shown, was organized in 1901, and the erection of their plant was commenced the same year and finished in 1902.

The plant is located at the intersection of Elk Street and the Abbott Road and has direct rail connections with the Lake Shore & Michigan Southern and Erie railroads. The plant consists of two groups of buildings conveniently arranged and divided into eight sections, consisting of elevator, cereal mill, feed mill, drying and cleaning house, transformer house, and three warehouses.



THE BUFFALO CEREAL COMPANY

In 1889 Mr. Bennett laid out a section of land which was destined to become one of Buffalo's finest residential sections—Central Park. Its improvement cost nearly three hundred thousand dollars, and its projector has always been energetic in maintaining its beauty and exclusiveness, oftentimes at great cost.

Mr. Bennett has traveled extensively over a great part of the world. He spent some time in India, Japan, China, and other countries of the Orient, as well as in Europe and in countries lying south of the United States. He is a charter member and first treasurer of Fultonville Lodge, Number 534, Free and Accepted Masons; member of Johnstown Chapter, Number 78, Royal Arch Masons; a life member of Apollo Commandery, of Troy, New York, the Buffalo Public Library, the Buffalo Society of Natural Sciences, the Buffalo Historical Society, the Chamber of Commerce, and Buffalo Chapter, Sons of the American Revolution.

The buildings occupy a space of about seventy-five by three hundred and ninety feet, and are substantially built of brick and stone, with the exception of the elevator, which is of the usual crib construction and covered with corrugated iron. The plant is operated by electrical power from Niagara Falls, of which it has an installation of about seven hundred horsepower.

The elevator is equipped with the latest machinery for handling grain, and has an excellent system of dust collecting, which makes this part of the plant remarkably clean.

The cereal mill turns out a line of yellow corn and white corn goods and rolled oats, which are generally packed in barrels or sacks, and sold principally to large users.

The feed mill is equipped to manufacture a special line of horse, cattle, and poultry feeds, and yellow corn feed products. In addition to this, this mill is equipped

with automatic weighing machinery for sacking grain, such as corn, oats, wheat, buckwheat, and kaffir corn.

The warehouses of the company at this end of the plant are large, which permits the carrying of a large line of concentrated feed products, the result of this being that the company is in a position to give their customers among the feed dealers mixed or assorted cars containing a varied assortment. In some cases as many as forty different articles are loaded into one car.

The cleaning and drying house is a six-story fireproof building constructed entirely of brick and steel, with the exception that the floors and bin work are constructed of reinforced concrete. One end of this building contains two large Hess driers, which have a capacity of several

The H-O Company.—Wherever English is read the fame of "H-O" has penetrated, for this company is one of the most extensive advertisers in the world. Not only are they now among the heaviest advertisers, but are looked upon by the business world as the pioneer company in the field of extensive advertising. They were the first to see their business grow from judicious advertising reinforced by representative goods.

The company was incorporated for the manufacture of Hornby's Oats in 1893. Alexander Hornby, the originator of the cereal food, sold his rights to Edward Elsworth, who immediately embarked in the extensive manufacture of the product. The business was attracted to Buffalo by the city's superior shipping facilities, coming here from New York



THE H-O COMPANY

thousand bushels of corn and oats per day. These driers are operated by separate motors, and the drying is done entirely by steam, the operation thus being made practically free from all danger of fire. The steam for the driers is furnished by what is known as the gunboat type of marine boiler, and the buildings are heated from the same plant. The cleaning machinery is of the latest design, and it is in this building that the oats are prepared for the final milling in the cereal mill.

The company has shown steady growth since its organization, the milling plant alone giving employment to over one hundred men.

The president of the company is Mr. L. E. Harmon, and the secretary and treasurer is Mr. G. F. Booth.

in 1895, and now ranks among the city's leading industries. Its strides have been well-nigh phenomenal.

This city is now the headquarters of the concern, from which all its extensive advertising and sample business is also carried on. The largest of its several local mills are on Fulton Street, extending through the block to Perry Street and accessible on both sides by the lines of the New York Central Railroad, giving unsurpassed shipping facilities. There is also an H-O annex at Scott and Chicago streets, the aggregate Buffalo mills having a capacity of one thousand barrels of Hornby's Oats each day.

The company also has large mills in Hamilton, Ontario, and has recently erected at Cedar Rapids, Iowa, another immense plant for the exclusive manufacture of "Paw-Nee"

cereal. This new mill is located on three trunk lines, and has a daily capacity of two thousand barrels of oats products, three thousand barrels of corn products, five thousand cases of cereal products, and five hundred tons of feed. This latter is an example of the economy of the different plants. Nothing of the nutritious commodity is allowed to go to waste, the refuse from the manufactured food products being sold as feed and being in great demand. The company's latest departure in the cereal food line is "Korn-Kinks," a highly nutritious food, the sales of which have attained an astounding figure in a remarkably short time.

The feature of these great plants which impresses the layman more than anything else, and is, indeed, of the utmost importance to the great army who use cereal food at their breakfast table, is the cleanly and wholesome process of preparation. The finest laws are strictly adhered to, and the person whose crisp morning cereal is placed before him may eat it with a relish in the knowledge that it has been prepared after formulas that absolutely prohibit handling by the human hands.

The H-O Company is capitalized at half a million dollars. The Force Company at the same figure, and The Paw-Nee Company at one million dollars. The present officers of The H-O Company are: president, Edward Elsworth; treasurer, Giraud Elsworth; secretary, William G. Heimlich. Mr. Elsworth controls the various companies, and the under officers are practically the same for each. The offices of the allied concerns, under the name of The H-O Company, occupy the entire tenth floor, half of the fifth floor, and half of the basement of the Mutual Life Building, one of the city's finest office buildings. It requires an office force of two hundred persons, and in the local mills seven hundred persons are engaged in the preparation of the company's products and by-products.

The J. P. Devine Company is a distinctive institution unique alike to the city of Buffalo and the United States. This company controls, in America, the patents and process of Emil Passburg, of Berlin, the eminent German scientist, for vacuum drying and impregnating apparatus, and is engaged in the manufacture of all this apparatus and its accessories. This includes high-class vacuum pumps and condensers, designed especially for this class of work.

The business was established in Buffalo five years ago by Mr. Joseph P. Devine, and was incorporated under the laws of the State of New York in 1905 with the following officers: Joseph P. Devine, president; W. Strohn, vice-president; William P. Kamps, treasurer; and S. A. Benedict, secretary. Before locating the business in this city, Mr. Devine spent considerable time in the Passburg factories and laboratories in Germany, thoroughly familiarizing himself with all the intricacies of the Passburg system. Mr. Strohn, who is associated with him as a member of the parent firm of Passburg, has for many years been prominent in this line of commercial activity, having introduced the Passburg system into all parts of Europe.

Through the Passburg system the manufacturers of rubber, chemicals, starch, sugar, electrical coils and cables, smokeless powder and other explosives, grain, lumber, and various other commodities are able to extract every particle of moisture or solvents from these materials in a few hours, an operation that was formerly the work of weeks and when completed was very imperfect and unsatisfactory. The value of this to the commercial world, where despatch in filling orders is a most important factor, cannot be overestimated.



JOSEPH P. DEVINE

The company maintains a plant at 345 Seventh Street, with a large suite of offices on the fourth floor of the Brisbane Building on Main Street. In the factory, apparatus designed for vacuum and impregnating is constructed, and scarcely any two are similar, their construction and use always depending upon conditions that are themselves so intricate and delicate that the particular machine designed to meet the requirements is determined upon only after exhaustive scientific experiments and research. The local experimental station of the company on Seventh Street is in charge of trained specialists ever willing to demonstrate the system to investigators or prospective purchasers of apparatus used in the application of the Passburg system. The company invites inspection at all times.

The relations of The J. P. Devine Company and the parent plant of Emil Passburg in Germany are of the closest, and each gives the other full advantage of any discoveries or principles worked out at their respective plants. Associated with Mr. Devine are a number of experts in chemistry and engineering, who are ever prepared to grapple with any problem that may arise in their particular lines.

This company also controls the Strohn patents and

systems for extracting rosins, and so forth, and for the recovery of highly volatile solvents in vacuum; also the Calor system and patents for sterilization, which were so highly commended after their trial in France. The company now has installed in its plant the most modern machinery

and equipment for the manufacture of its apparatus. The various systems and processes are protected by patents in this country and abroad, and the clients of the company include the largest manufacturers and most exclusive trade, and their custom is growing daily.



THE WILLIAM P. TAYLOR COMPANY

THE BREWING INTERESTS OF BUFFALO.

IT IS true, indeed, that a city is known by its industries. The superiority or inferiority of its products, in a large measure, establishes a city's standing away from home. However beautiful and healthful a community may be, and however desirable it is for residence purposes, it is the quality of its products that makes its reputation abroad as a place for the modern, up-to-date business house to establish its quarters.

In this respect the city of Buffalo is ever willing to stand on its merits and succeed or fail as the quality of its products and the standing of its business interests may warrant. Of late years the name Buffalo imprinted upon a finished article is of itself a guarantee of good faith and superior workmanship.

It is doubtful if any business has contributed more to this supremacy than the city's brewing interests, which, combined, form one of the most important items in the aggregate trade of the city. For many years it has contributed as much as any line of industry to the wonderful growth and prosperity of the city, and, indeed, in the past few years, which have witnessed wonderful strides in this direction, probably more than any other line save that of metal working. This refers both to the quantity and quality of the brewing product, which have been of such high order as to make Buffalo the rival of any city in the Union, both in the home and export trade.

The business was inaugurated synchronously with the incorporation of the city, and consequently is the city's oldest industry. With the rapid growth of Buffalo the brewing business kept pace, and some comprehension of this is gained when it is known that previous to 1840 there were, in the city, but five breweries with a capacity of but from one to nine barrel kettles each. Today there are several with a yearly capacity each of more than one hundred thousand barrels of fine product.

The pioneer in this important industry in Buffalo was Jacob Roos, whose plant was located in what was then called "Sandy Town," between Church and York streets and beyond the Erie Canal near the Old Stone House. Early in the forties he purchased the land lying between Hickory and Pratt streets, below Batavia Street (now Broadway), where the fine buildings of The Iroquois Brewing Company now stand, one of the several plants now having

a capacity of upwards of one hundred thousand barrels a year.

In 1840 Messrs. J. F. Schanzlin and Hoffman established a brewery at the corner of Main and Saint Paul streets, locating a stone building and brewhouse at that point. Part of the stone building was used as a restaurant and up until a few years ago was still standing and used as a tenement house. In 1842 the firm was dissolved, Mr. Hoffman continuing the business, and Mr. Schanzlin purchasing a tract of land at the corner of Main Street, Delavan Avenue, and Scajaquada Creek, part of what is now known as Luna Park. He erected there a brewhouse, a fine dwelling, and a restaurant, then patronized by many of the best people in Buffalo. The brewhouse was razed many years ago, but the dwelling and restaurant may still be seen, and are used as tenement houses.

The third brewery in this city was established by Joseph Friedman, on Oak Street near Tupper, where Saint Marcus Church now stands. He erected there a dwelling house, brewhouse, and restaurant, and gained much local fame at the time by flying in the face of competition and selling his product for sixpence while the ruling price was five cents a quart in the other breweries and restaurants. His product, which was locally known as the "sixpender" beer, so advertised him that he for years did a most lucrative business. The plant in later years passed into the hands of Beck & Baumgartner, and it was here that Magnus Beck laid the foundation of the present Magnus Beck Brewing Company's extensive trade, now enjoying a product of one hundred thousand barrels a year. Mr. Baumgartner later started in the brewing business for himself and erected a plant at the corner of Exchange and Van Rensselaer streets, but he died soon after its completion.

The next brewery in succession was the establishment of Philip Born at the corner of Genesee and Jefferson streets, and it was then rated the most modern institution of its kind of that time. Mr. Born died in 1848, and for several years the business was continued by his widow and Jacob Weppner, under the old firm name. In 1862 Gerhard Lang was married to the oldest daughter of Mrs. Born and took the place of Mr. Weppner in the management of the plant. The firm became Born & Lang and it was here that Mr. Lang began the career in the brewing business

that eventually brought him great wealth and prominence in this field of industrial enterprise. He subsequently purchased the Cobb property at the corner of Best and Jefferson streets, where the imposing plant of The Gerhard Lang Brewing Company was constructed and has grown to an enormous capacity, comparing favorably with the greatest breweries in the world.

Godfrey Heiser was the next to engage in the business, and carried on his trade in Seneca Street, below Chicago Street. In 1864 this business passed into the hands of Godfrey Heiser, Junior, and Jacob Holzer, both of whom died in a few years, the business being then discontinued.

In 1863 there were thirty-five breweries in successful operation in Buffalo, conducted by the following men: Albert Ziegele, corner of Main and Virginia streets; Born & Lang, corner of Genesee and Jefferson streets; Magnus Beck, corner of North Division and Spring streets; Jacob Schen, corner of Genesee and Spring streets; J. F. Schanzlin, corner of Main Street and Delavan Avenue; Charles Gerber, corner of Main Street and Burton Alley; Mushall & Appert, Main Street near Goodell; John Schuesler, corner of Emslie and Clinton streets; George Roos, Roos Street; F. X. Kaltenbach, Lutheran Street; Fritz Albrecht, 845 Broadway; George Weber, 652 Broadway; Nicholas Hiemenz, Broadway, opposite Saint Mary's Church; Fritz Loersch, Genesee Street, near Hickory; David Hass, southwest corner of Cherry and Spring streets; George Rochevot, southeast corner of Cherry and Spring streets; Christ Becker, corner of Genesee and Jefferson streets; Franz Welde, Main Street, opposite Summer; Joseph L. Haberstro, corner of Main and High streets; Michael Hoefner, corner of High and Michigan streets; Jacob Baumgartner, corner of Exchange and Van Rensselaer streets; Fritz Lang, corner of Genesee and Grey streets; Gottlieb Bodemer, Genesee Street near Walden Avenue; Chris Loos, 18 West Bennett Street; Heiser & Holzer, Seneca Street, below Chicago Street; F. J. Jost, corner of Broadway and Pratt Street; Gareis & Knobloch, Oak near Tupper Street; Baldus & Schleucher, corner of Cedar and Clinton streets; John G. Roehrer, corner of Jefferson and Best streets; William Moffatt, ale brewery, Morgan Street; Hugh Boyle, ale brewery, Saint Paul Street; William W. Sloan, corner of Exchange and Van Rensselaer streets.

A resort to actual figures gives some idea of the phenomenal growth of the brewing trade in Buffalo in the last half century. The statistics, which, fortunately, have been preserved through the efforts of the Buffalo Brewers' Association, show that in 1863 the manufacture of beer in this city totaled the creditable number of 152,000 barrels, which, for that period, was high on the list of cities of the United States. In 1896, thirty-three years afterward, the production had reached the respectable total of 652,340 barrels, in spite of the fact that the number of breweries had decreased from thirty-five in 1863 to nineteen in 1896, an illustration not only of the survival of the fittest but of the steady, normal growth of the trade. It is noticeable, too, that this growth had not come in spurts—a condition which indicates an unhealthy condition of industry—but by steady increase due

entirely to two things, the growth in population and the marketing of a superior product. In the past twelve years, from 1896 to the time of this writing, the growth has also been satisfactory, with a still further decrease in number of the breweries, the inevitable result of the process of elimination. The last figures available, for the year 1907, shows that a total production of upwards of one million barrels was marketed.

A gradual increase in the price of raw material and certain restrictions that were being inaugurated by dependent trades caused in 1873 the formation of a local organization which resulted in the powerful Buffalo Brewers' Association, which has figured so largely in Buffalo's industrial life in the past quarter of a century. The first regular meeting was held the second Tuesday of January, 1873, though a previous meeting was held in the latter part of 1872 for the purpose of organization. At the first regular meeting, held over Donald Bain's brewers' supply store, at number 557 Main Street, the following officers were elected: president, Gerhard Lang; vice-president, Magnus Beck; treasurer, F. J. Jost; secretary, Jacob F. Kuhn. A resolution was adopted at that meeting extending the membership privileges to maltsters, hop dealers, and the kindred trades. At the regular meeting held in January, 1875, Mr. Jacob Schen was elected vice-president in place of Magnus Beck, resigned.

In January, 1878, the following official board was elected: president, Albert Ziegele; vice-president, Joseph L. Haberstro; treasurer, John Schuesler; secretary, Jacob F. Kuhn.

During the first week in June, 1880, the Buffalo Association entertained the United States Brewers' Convention, then the dominating association in the brewery industry of the United States. The convention was one of pleasure and profit to the various organizations here represented, and will long be remembered as one of importance and benefit to the national trade.

From January 1st, 1882, to January 1st, 1886, the association locally had only a nominal existence, and in May, 1887, a reorganization was effected and officers were elected as follows: president, Joseph Timmerman; vice-president, August Beck; treasurer, George Rochevot; secretary, Jacob F. Kuhn. A new constitution and by-laws were also adopted on that occasion.

This marked the beginning of real activity on the part of the Association, and since that time its influence has been felt in many lines of trade in Buffalo and always in any movement that has the welfare of the whole city as its objective. At the meeting in May, 1890, Charles G. Pankow was elected president and John A. Weyand vice-president, the secretary and treasurer being reelected. Mr. Rochevot resigned the office of treasurer in 1894, and Mr. Julius Binz was elected to fill the vacancy. In September, 1893, the following were elected: president, Charles G. Pankow; vice-president, J. W. Niederpruem; and the secretary and treasurer were reelected.

During the years that have intervened, which have marked the greatest achievements of the Buffalo Brewers' Association, there have been many changes in the directorate,

but always the board has been in accord and working with the slogan "Buffalo first!" The present directorate of the association is: president, Charles G. Pankow; vice-president, Colonel John L. Schwartz; treasurer, Robert F. Schelling; secretary, Christian Trapp.



CHARLES GEORGE PANKOW

Charles George Pankow was born in Germany, January 27th, 1851. At the age of thirteen years he came to this country, two of his brothers having preceded him here. He became an apprentice at the baking and confectionery trade, following that employment, under various concerns, for a number of years. The young man, however, improved his opportunity and attended night school, which enabled him, in a few years, to acquire a good education.

In 1880, Mr. Pankow, then twenty-nine years of age, entered the grocery and liquor business and became the head of an establishment in this city. Five years later he removed his store to William and Pratt streets, and there he maintained his business until 1901, when he retired.

Since then Mr. Pankow has been engaged in other business fields. He has been connected with the Harmonia Mutual Fire Insurance Company since its organization in 1877, having been president of that organization since January, 1886. In 1882 he acquired an interest in The Clinton Cooperative Brewing Company, and from January, 1883, until 1901 creditably filled the office of president of that business organization. In May, 1890, he was elected president of the Buffalo Brewers' Exchange, in which capacity he still serves. He has served as one of the trustees of the United States Brewers' Association, having been elected to that office at Philadelphia, in 1895, for a term of three years. In 1899 he was elected to the presidency of the New York

State Brewers' and Maltsters' Association, in which capacity he served until 1901.

In local politics, Mr. Pankow has ever been very prominent, his affiliation being with the Republican Party. In 1883 he was elected Alderman from the old Fifth Ward, and served for a term of two years. In the fall of 1894 he was elected to the position of Commissioner of Public Works, probably the most important civil office in Buffalo's administration.

In the fall of 1903 he was elected Councilman for a term of four years. In all of these municipal capacities, Mr. Pankow acquitted himself very creditably.

Mr. Pankow is a member of the Masonic fraternity, and of the Independent Order of Odd Fellows. His religious affiliation is with the Evangelical Lutheran Saint John's Church.

Christian Trapp, one of the city's best-known German-American citizens, and secretary of the Buffalo Brewers' Exchange, was born September 13th, 1866, in Giessen, in Hesse, Germany. Mr. Trapp received his education in the Buffalo public schools, later attending a business college in this city.

His debut in business life was in the fire insurance business, first being connected with The Harmonia Mutual Fire Insurance Company, and later representing The Sun Fire Insurance Company in local territory. Subsequently he entered the insurance business on his own account and for a time was the representative of The Northwestern National Fire Insurance Company of Milwaukee.



CHRISTIAN TRAPP

In 1895 he became associated with the Buffalo Brewers' Exchange in the capacity of assistant secretary. He held this position for two years, performing his duties in a most

creditable manner, until, in 1897, he had so won the esteem and confidence of the members of the Exchange that he was elected to the office of secretary, in which capacity he has since continued.

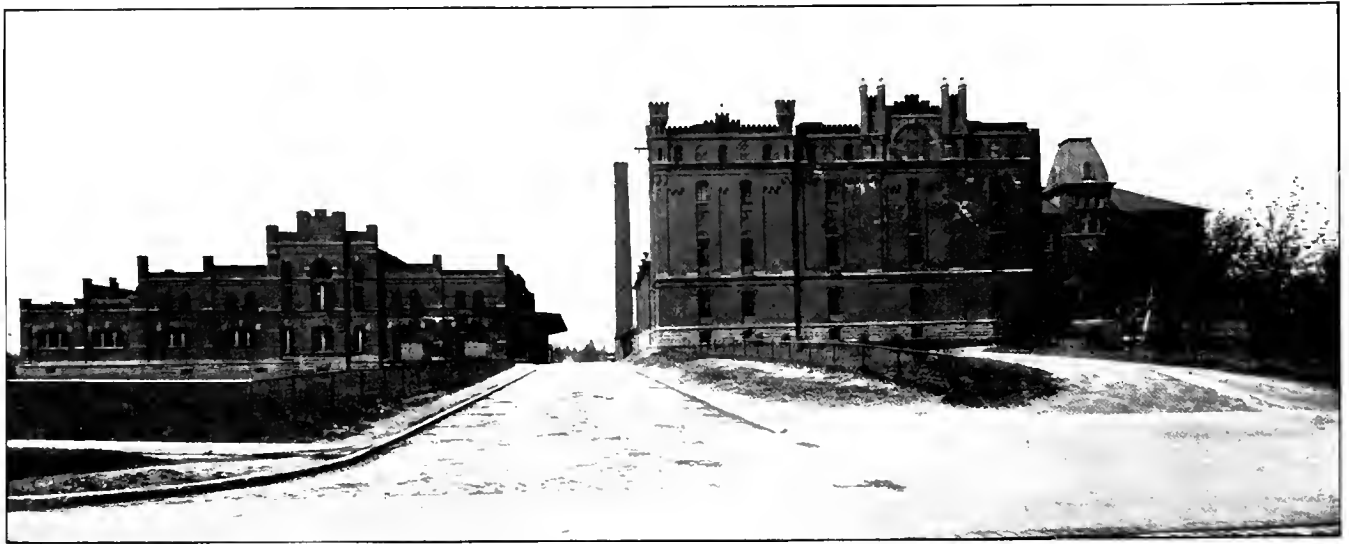
Mr. Trapp has always been prominent in German social and fraternal organizations. He is a member of the Buffalo Orpheus and the Buffalo Zither Club and many business associations of Buffalo. His religious affiliation is with the Saint Marcus German Evangelical Church, of the board of trustees of which he is now president.

October 18th, 1889, Mr. Trapp married Amelia Stettenbenz, daughter of former Street Commissioner Stettenbenz of this city.

The Gerhard Lang Brewery, located on the entire block bounded by Jefferson, Best, Berlin, and Dodge streets, is said to be the largest brewery in the State outside of New

in the city of Buffalo. Only the very highest grade of selected barley malt is used in the brewery product. The word "Lang" stands for itself, and Lang's beer is known all over the country for its excellence in quality, purity, and wholesomeness. This could but be the inevitable result when produced from a plant that is as perfect as skill, science, and money can make it.

The death of Gerhard Lang occurred in 1892, the rather premature ending of a most successful mercantile and public career. After the death of Mr. Lang, Edwin G. S. Miller, who had since 1884 acted as manager of the brewery, succeeded to the position of president, which he has filled to the present time, with the greatest of success and good management. The active direction of the affairs of the brewery is shared with Mr. Miller by Jacob Gerhard Lang, son of Gerhard Lang. Mr. Lang holds the position of vice-president and treasurer. He is a graduate of Doctor



THE GERHARD LANG BREWERY

York City. Its immense buildings, occupying a commanding position, far from the business center, and in the immediate vicinity of two of Buffalo's finest public buildings—the new Sixty-Fifth Regiment Armory and Masten Park High School—tend to make this plant one of the show spots of Buffalo.

The Gerhard Lang Brewery was founded in this city in 1875 by Gerhard Lang, who had come to Buffalo in 1848, and had fourteen years later assumed control of the old Born brewery at the corner of Genesee and Jefferson streets. Finding in the course of a few years that more room and increased facilities were needed for the large business which he was developing, Mr. Lang, in 1875, purchased the site of the present brewery, and erected thereon the nucleus around which the large group of buildings of the present day have been built. These buildings have been extended and improved from time to time, and they now cover an area equaled by few plants of a like nature in the country. And there is plenty of room for further extension.

The annual capacity of the Gerhard Lang Brewery is over three hundred thousand barrels, and is the greatest

Wyatt's School of Technical Brewing, of New York City, in 1894, and returned to Buffalo after an extensive tour of inspection of the large breweries of the world, thus bringing to the business much valuable knowledge, which has since helped to bring this brewery and its products to their present high standard.

Edwin G. S. Miller, president of the Gerhard Lang Brewery, and one of Buffalo's prominent citizens, was born in this city March 9th, 1854, the son of the late John Miller, who came to Buffalo from Bavaria in 1834, and was for many years prominent in the hardware business in this city, and died here in 1878. The younger Miller, the second of four sons, received a common school education, and at the age of sixteen years entered business life in the capacity of bookkeeper for S. D. Colie & Son. Two years later he became bookkeeper for George Urban & Son, proprietors of the roller flour mills. Earnest application to business and unusual capability soon brought him to a position of trust, and in 1874 he was admitted to partnership in the firm.



EDWIN G. S. MILLER

In the year 1884 Mr. Miller became manager for Gerhard Lang's brewery, to which business he has devoted the greater portion of his time ever since. When he took charge of the business the output of the brewery was forty thousand barrels. In ten years he had more than trebled that amount, and during succeeding years he brought the Gerhard Lang Brewery to its present high position among the breweries of the country. At the death of Gerhard Lang in 1892, Mr. Miller succeeded to the position of president of the brewery, which post he has held up to the present day.

Mr. Miller has ever been prominent in financial and public affairs in the city of Buffalo. He is president of the German-American Bank, and a director in various other financial institutions. When the movement for increased street car facilities was begun, Mr. Miller was very active in its furtherance, and when a company was organized to build the lines of The Buffalo Traction Company, he was chosen as the first president.

Although he has never sought public office, Mr. Miller has been prominently identified with affairs of the Democratic Party. His interest in his party was recognized when he was

chosen by the Democratic State Convention of 1892 to be one of the Presidential Electors. But Mr. Miller's time is taken up with business affairs, so that he can spare but little time for political work.

The Iroquois Brewing Company. In the short space of twelve years the plant of The Iroquois Brewing Company has grown to be the second brewery of its size in the city and has attained a high rank among the first class breweries of the country. The Iroquois Brewing Company was incorporated under the laws of the State of New York in 1893. Leonard Burgweger, who had previously established breweries in Chicago and Kansas City, came to Buffalo and purchased the site of the old Roos Brewery on Pratt Street, which is said to have been the first brewery in Buffalo, having been established in 1830. Under Mr. Burgweger's direction the Roos plant was torn down and newer and more modern buildings were erected on the site of the old ones. Associated with Mr. Burgweger at the time of the incorporation of the company were William and Phillip Bartholomay, of Rochester, two of the most prominent brewers in the United States.



THE IROQUOIS BREWING COMPANY

The company's plant on Pratt Street, between William Street and Broadway, has, at the present time, a yearly capacity of one hundred and eighty thousand barrels. Two of their best-known brands are the "Bohemian" and the "Salvator." A special brand called the "Indian Head Special Brew" is also well known throughout Buffalo and the entire country for its wholesome quality. A further distinction this brewery enjoys is the fact that it is the only brewery in Buffalo selling to the export trade. It maintains branch offices in New York City, Baltimore, Philadelphia, and New Orleans, and has agencies as far away as Porto Rico.

The company's beers are especially well known throughout the United States and the newly acquired possessions and the neighboring countries of Canada and Mexico. Recent statistics show that the brewery has the largest percentage of increase of any brewery in New York State.

Modern appliances and the use of electricity mark the performance of all the work in the Pratt Street brewery. Electricity is used in operating the ice machine and in the bottling department. The bottling department is a model that has been patterned after by many other breweries. It was the first bottling department established in connection with any brewery in this city.

The industry at the present time shows an expenditure of about one million dollars, and its worth to the city of Buffalo will be better appreciated when it is learned that the Iroquois Brewery is the competitor, throughout the country, of the big western corporations. The buildings of the brewery, which are handsomely constructed of brick, face Pratt Street and occupy almost an entire block, running back to Iroquois Alley, halfway between Pratt and Hickory streets. Notwithstanding the vast area covered, the plant is compact and there is no waste space. The original building, erected at the time the brewery was established, has been extended several times, and other buildings and departments have been added. The Iroquois Brewing Company invites public inspection, and takes pleasure in showing visitors through its plant.

The present officers of the Iroquois Brewery, are: president and general manager, Leonard Burgweger; vice-president and treasurer, Philip Bartholomay; secretary and general superintendent, Henry Burgweger.

The Magnus Beck Brewing Company.—During the early sixties, Magnus Beck, a pioneer in the brewing industry of the United States, established a small brewery on Oak Street near Genesee Street, and from that modest beginning has sprung the immense plant of to-day. The Magnus Beck Brewing Company, one of the city's greatest brewing interests. For a number of years Mr. Beck carried on a business in a small way, and about 1865 moved to the present site at North Division and Spring streets.

Under his supervision the business continued to grow to mammoth proportions, until, at the time of his death, in 1883, it had attained a front rank in the brewing interests in the East. After the death of Mr. Beck, a stock company was formed, with the result that The Magnus Beck Brewing Company was incorporated under the laws of the State of New York with a capital of two hundred and sixty-five thousand dollars.

It was in April, 1886, that the concern first began business under that name, under which it has been continued, although changes have been made in the management from time to time. The present officers of the company are: Edward Beck, president; Adam J. Benzing, vice-president; Robert Schelling, treasurer; Frank M. Beck, secretary; Simon Seibert, manager.

In 1870, the product of the concern first assumed the proportions of a national brewery. In that year



THE MAGNUS BECK BREWING COMPANY

15,320 barrels of beer were produced, and 14,526 were sold. Since that time its growth has been very rapid, and at the time of this writing it has a total capacity of 110,000 barrels. The excellent brews of "Salvator" and "Wurtzburger" beer are among the principal products of the brewery, while the "Magnus Beck Select Lager" is known throughout the eastern end of the State for its purity and general quality. A large trade is carried on with the hotels, saloons, and restaurants of the city, and, in fact, throughout western New York. No inconsiderable part of the product of the brewery is consumed in private homes, where the purity of The

and the name Ziegele is still associated to a great extent with its interests. The succession was in 1887, when the plant, located on Main Street at the corner of Virginia Street was destroyed by fire. It was then that the present location, at the corner of Washington and Virginia streets, was selected, and the new buildings erected. "Pilsener" and "Wurtzburger," are the two brands of beer for which the Phoenix Brewery is famous. The brewery also makes a malt extract, and for all finds a ready market in Buffalo, for its purity and excellence are generally appreciated.

The bottling department of this brewing institution



THE PHOENIX BREWERY

Magnus Beck Brewing Company's beer is common knowledge and its best recommendation.

The plant of the brewing company occupies both the southwest and the northwest corners of North Division and Spring streets. On one side is a frontage of two hundred by one hundred and fifty feet, and on the other a frontage of four hundred by one hundred and fifty feet. The bottling works conducted in connection with the brewery, and under the same management, are located on North Division Street, and adjoining are the offices of the company. At the time of this writing, about one hundred men are constantly in the employ of the concern.

The Phoenix Brewery succeeded The Ziegele Brewing Company, one of the pioneer brewing concerns of Buffalo,

is one of its noteworthy features, and throughout the city and in the surrounding cities and towns of western New York, the Phoenix beer enjoys a large trade in bottled goods. The bottling department is managed in a neat and sanitary manner, even to a remarkable degree, and all work possible is performed through the medium of electricity. It is the boast of the brewery management, that from the time the beer is brewed until the bottle is opened, it is not touched by air. This is a precaution that immediately appeals, and insures the delivery of the bottle in the most sanitary way possible.

The brewery home is in a handsome building on the corner of Virginia and Washington streets, occupying the entire block and extending along Washington Street to Burton Alley and thence along Virginia Street to Rockford Alley.

The boiler house faces the latter thoroughfare, and the large stables, used for housing the many wagons and horses used for delivery purposes, are located at the northeast corner of Washington and Virginia streets in a separate building, the horses above and the wagons below.

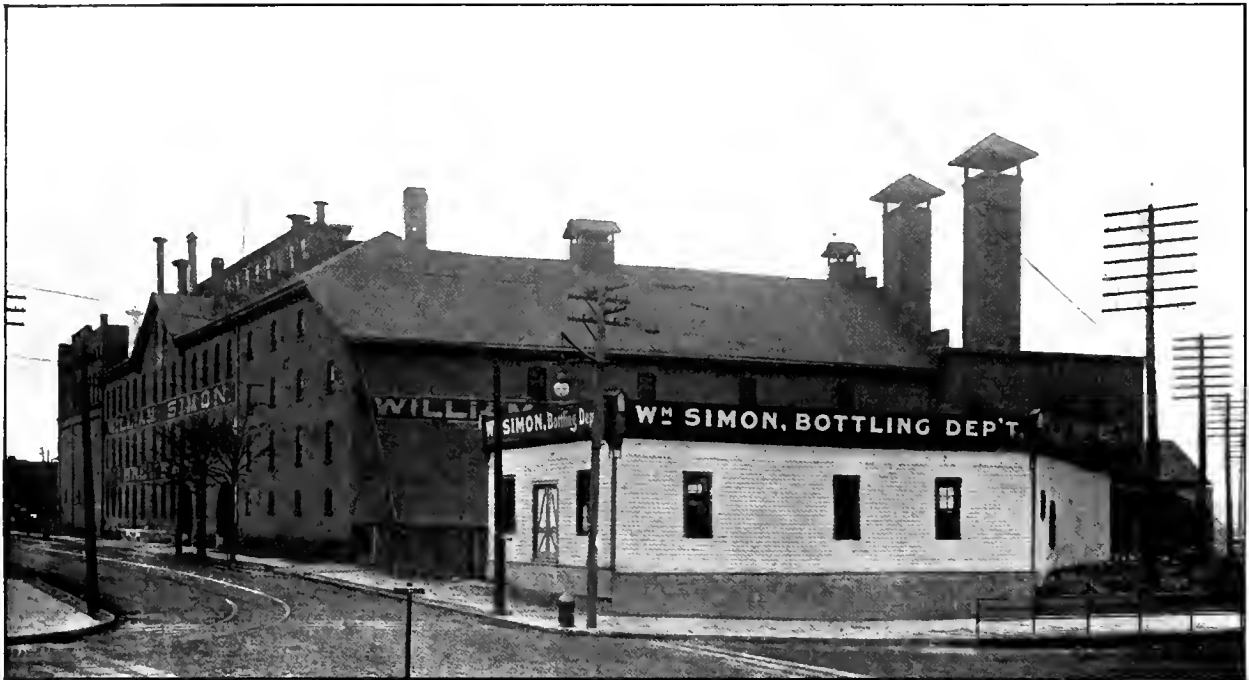
The increasing business of the brewery necessitates constant additions to the delivery service and transportation facilities.

The output of the brewery, under the supervision of George C. Ginther, its treasurer and general manager, is approximately one hundred thousand barrels of beer a year, figures that are constantly increased by a growing demand.

The William Simon Brewery, one of Buffalo's largest brewing institutions, located on Emslie Street between

barley malt and hops are used. For this particular product the brewery has widespread fame. Among its other well-known products are the "Simon Pure Pale," the "Simon Pure Dark," and the "Simon Pure Export," all of which bear the seal of approval of the medical profession. Indeed, the best proof of their fine quality is found in their great popularity.

The William Simon brewing plant has long been considered by brewers to be one of the model plants of the country. The great kettle has a capacity of four hundred barrels, and the bottled beers are thoroughly sterilized and pasteurized and absolutely free from all adulterations. Long ago the medical profession observed this, until now they are widely known as health tonics. All water used in the brewery is thoroughly filtered. Connected with



THE WILLIAM SIMON BREWERY

Eagle and Clinton streets, was established in the city in 1856, the original buildings having been constructed on the same site. John Schuesler was the builder of the institution, which, in 1888, became known as The John Schuesler Brewing Company. Under this name the business was continued until 1900, when it became known by its present title.

This brewery, always foremost in the brewing interests of western New York, became, however, better known when Mr. William Simon purchased the property in 1894. Mr. Simon had been interested in it since 1888, but did not give it his name until 1900. Since that time extensive improvements have been made in the property, until now it occupies a large area bounded by Emslie, Clinton, and Eagle streets. During the past year the cold storage facilities have been greatly improved, new features have been introduced, and the brewery is now conducted along the most improved lines.

In the manufacture of the Simon beer, only the best

the plant are two ice machines of the De La Vergne and Case makes. The entire brewery is kept remarkably clean, and every known facility for handling beer in the most approved and sanitary manner is found there.

The attitude of the concern toward beer adulteration was made manifest during the pure food agitation, when the officers of the company gave their best efforts to insure the passage of the pure food laws.

The owner and president of the brewery, Mr. William Simon, is one of Buffalo's most prominent German-American citizens. He was born in Germany in 1853, and early became an adept in the brewing business, his father being a brewer of great reputation around about the place of his nativity. In 1871 Mr. Simon came to the United States and for a number of years was connected with large breweries throughout the country. From 1880 until 1888 he was brewmaster for Gerhard Lang, and subsequently formed his connection with the Schuesler brewery. He is a man

of much public spirit, and from 1888 until 1902 was most creditably associated with the Democratic Committee. His business capacities extend beyond his brewing interests, and he is a director in the Citizens' Bank and the Western Savings Bank.

Mr. Simon's fine capabilities may be readily discerned in the phenomenal growth of his brewing business. When he entered the brewery in 1888 the sales were approximately eighteen thousand barrels a year. In 1907 the sales had grown to seventy-three thousand barrels a year. Asso-

The company was organized in 1885, succeeding the Joseph L. Haberstro Company. Its original capitalization was one hundred and fifty thousand dollars, a figure that has been adequate and still stands. Meanwhile the product of the company has grown in quantity and quality until today it has a stupendous output of the finest brews to be found on the market.

The company's brewery is rather remarkably situated, being in the heart of one of the finest residence sections of Buffalo. In keeping with its location, artistic and highly-



THE GERMAN-AMERICAN BREWERY

ciated with Mr. William Simon is Joseph Scheff, general manager; William J. Simon, assistant manager; and Charles Mayer, brewmaster.

The German-American Brewery.—Scarcely less than Milwaukee is Buffalo famous for her beers and malt products. This mark of superiority is in no small measure due to the excellent brews of the German-American Brewery, located at the corner of Main and High streets. In the past few years German-American brews have come to be almost a household commodity. The mere mention of the word "Maltosia" suggests the German-American, and the word is, in truth, a synonym for purity itself.

decorated buildings have been constructed, and in connection therewith, one of the highest-class restaurants in Buffalo is operated. In the German-American annex several of Buffalo's exclusive social and singing societies have their permanent home.

The present officers of the German-American Brewing Company are: president, C. A. Strangmann; secretary, John F. Nagel; treasurer, Carl J. Weideman.

The Lake View Brewing Company.—Buffalo has long been famed for her superior malt products, which fame for supremacy she owes largely to The Lake View Brewing Company, whose large plant is located at the corner of

Lake View and Porter Avenues, a model institution in every respect.

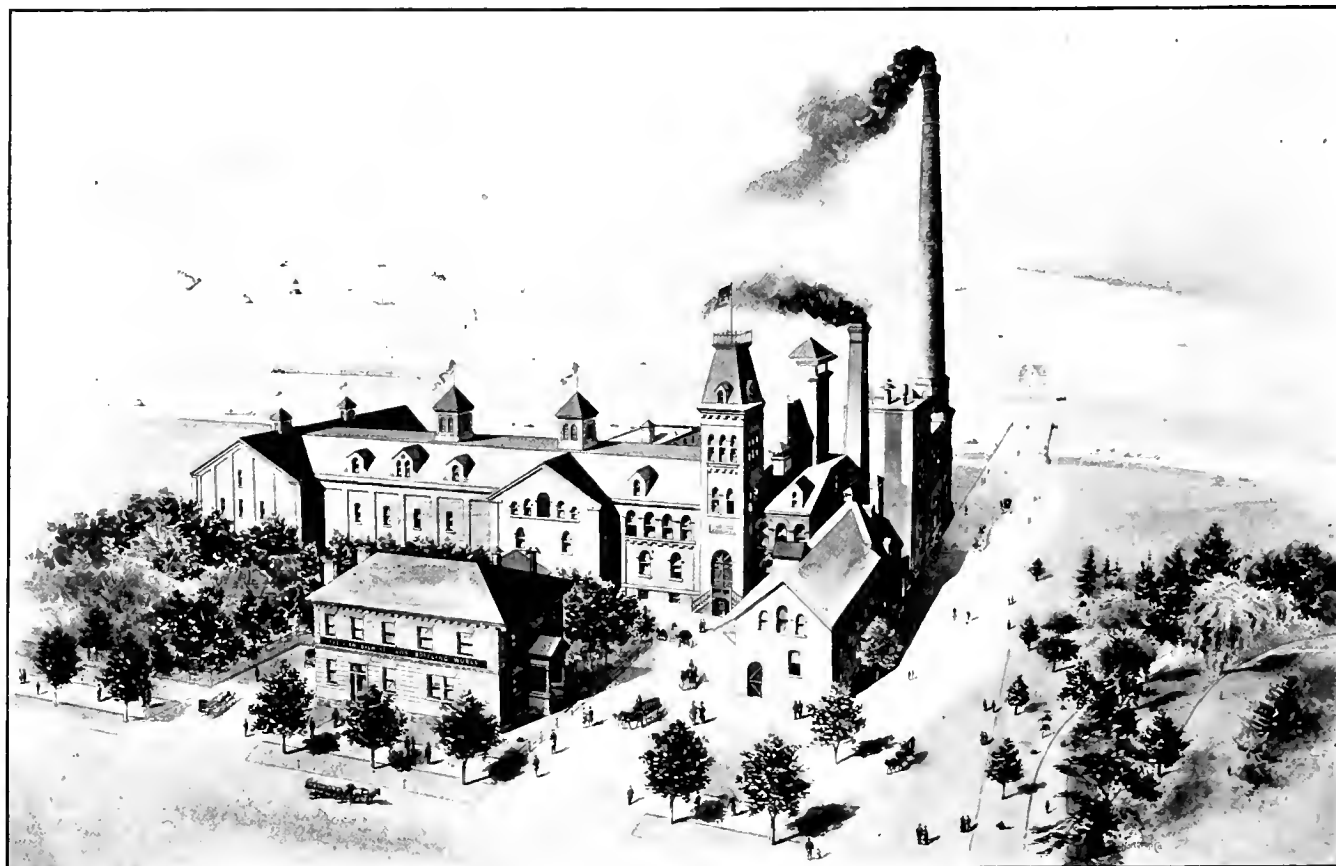
The company was organized in 1885, beginning business in its present quarters. Its record since then has been one of steady increase and surpassing products. It was originally capitalized at one hundred and fifty thousand dollars, and as such the capitalization remains at the present time.

The company manufactures exclusively high-grade beer and porter, with largely a local market. The superiority of the Lake View products is so generally recognized here at home that almost the entire output of fifty thousand barrels of beer, ale, and porter is included in the local

The present officers of the company are: president, and general manager, Philip G. Schaefer; secretary and treasurer, Henry W. Brendel.

Philip G. Schaefer, one of the best known of the younger business men of the city and president of The Lake View Brewing Company, is a native of Buffalo. He was born here May 29th, 1862, the son of Alois Schaefer, a native of Germany and one of Buffalo's well-known German-Americans.

The younger Schaefer received his early training in the parochial schools and graduated from Canisius College



THE LAKE VIEW BREWING COMPANY

consumption. The constantly increasing business has created the necessity for better and greater facilities, with the result that extensive improvements were made during the past year, the brewhouse was remodeled and enlarged, and the capacity otherwise increased.

The plant is ideally located at the corner of Porter and Lake View avenues, facing the Front, one of Buffalo's prettiest parks. In keeping with its location, its promoters have improved their surroundings until the brewing plant has become one of the city's industrial show spots. It has a frontage of four hundred and twenty-eight feet on both Lake View and Porter avenues extending back from the former to old Fourth Street. All the brewing, curing, bottling, and storing is done on the grounds and in buildings planned after the most approved methods.

in 1874, where he received a good classical education. In preparation for a business life, after his graduation from Canisius College he entered the Bryant & Stratton Business College.

Mastering the rudiments of business, he entered into commercial life with his father, at that time in the brewing business. This affiliation he has maintained ever since, until now he is recognized throughout the country as an expert on matters pertaining to the trade, a truth which his model plant plainly attests. His business capabilities, too, are recognized far beyond his trade, and he is frequently called in councils that have bearing upon Buffalo's industrial and commercial welfare.

Mr. Schaefer gives the greater part of his time to his individual business, and hence has appeared but little in

public life. He is, however, an active member of the Buffalo Chamber of Commerce, the Manufacturers' Club, and other commercial organizations. His fraternal affiliations

are with Branch Number Seven, Catholic Mutual Benefit Association, and Father Clemens Council, Catholic Benevo-

The A. Schreiber Brewing Company, 662 to 686 Fillmore Avenue and 227 to 249 Wilson Street, is another one of the concerns that contributes largely to Buffalo's supremacy as a brewing center. It was incorporated under the laws of New York State in 1899, with a fully paid capital of one hundred thousand dollars. May 15th, 1899, ground was broken for the new plant, and within a year the big brewery had been completed and the brewing of Schreiber celebrated beer began.

At the beginning the brewery occupied a frontage of one hundred and forty feet on Fillmore Avenue, extending back to Wilson Street. At the present time there is a frontage of four hundred and seventy-seven feet on Fillmore Avenue, and with its additions and improvements the Schreiber plant is one of the finest in the country. It occupies a vast area, and its buildings are all well laid out, and are constructed of brick, cement, and steel, and absolutely fireproof.

The product of the brewery is fine lager beer, its standard beer being "Schreiber" beer, and its special brew "Manru." These brands are well and favorably known throughout Buffalo for their fine quality and wholesomeness. Among the hotels and high-class saloons of the city, the brewery enjoys a large patronage and in a vast number of private homes the Schreiber beers are always to be found. In capacity, the Schreiber plant compares favorably with the larger breweries of the country. Originally the plant had a capacity of twenty-five thousand barrels a year, but with the



PHILIP G. SCHAEFER

are with Branch Number Seven, Catholic Mutual Benefit Association, and Father Clemens Council, Catholic Benevo-



THE A. SCHREIBER BREWERY

improvements and additions of late years, it has been increased to approximately one hundred thousand barrels and is rapidly being extended.

One feature of the Schreiber brewery is its great reserve machine force. In this respect the brewery has established a precedent, which has since been followed by many of the country's largest breweries. All of the machinery used in the manufacture of the beer is duplicated, so that, in case of accident of any kind, the work goes on uninterrupted. All of the large tanks and vats are of steel enamel, and everything else in the plant of modern design. New features are being constantly added, thus constantly increasing the efficiency.

The light and power for use in the plant is generated

institutions of Buffalo. In 1884 The International Brewing Company was incorporated, with a capital stock of two hundred thousand dollars, and occupied its present location at 1088 Niagara Street, where it has a frontage of two hundred and fifty feet, and three hundred and fifty feet on Albany Street, adjoining the tracks of the New York Central Railroad at the rear. The concern's shipping and transportation facilities are such as are enjoyed by no other brewery in Buffalo. The spur of the New York Central Railroad leads directly to the brewery yards, where the consignments are loaded directly from the brewery and with great facility and despatch.

The International Brewing Company has two brands of beer that have attained widespread fame, its "Stock



THE INTERNATIONAL BREWING COMPANY

on the property by a plant of two hundred horsepower. This innovation, too, established a precedent, which has since been followed by many large manufacturing and industrial concerns in Buffalo, with great profit.

Another improvement which is being contemplated at this writing, is a new bottling plant, which will, no doubt, be built on Fillmore Avenue, and, like the others, extend back to Wilson Street.

Mr. Anthony Schreiber, the president of the company, is a man of many years' experience in the brewing business, and by his executive ability has brought his brewery to its present high position in the Buffalo field. Under him is a large force of city salesmen and skilled brewers.

The International Brewing Company succeeded the old Jacob Schen Brewery, which was one of the pioneer

Lager" and its "Hof-Bräu." The popularity of these two brands is general throughout the cities of western New York, and even in the Pennsylvania and Ohio trade, where pure beer of a high standard of quality is appreciated. They also brew excellent ale and porter.

The main building of the brewery is a handsomely constructed brick building of three stories, and is an architectural ornament to the city. The office has its frontage at 1088 Niagara Street, and the entrance to the bottling department is at 1076 Niagara Street. A general invitation to visitors and home people is always extended by the company, to visit and inspect their plant. The utmost care is used in the selection of malt and hops, and nothing that might contribute to the purity and excellence of the beer, is overlooked. The present president of the brewery is John A. Miller, who is surrounded by a large staff of able assistants.

The Broadway Brewing and Malting Company.—

Since 1852, when Buffalo was comparatively a small business center, The Broadway Brewing and Malting Company has been looked upon as one of the city's greatest institutions. In all these years it has passed through different stages of prosperity under different managements, until, in 1880, it came to the ownership and management of the late Julius Binz. In 1884 Mr. Binz added his malting business to the concern, and this branch has now grown to be the paramount feature of the brewery. The plant, at 815 Broadway, has recently been remodeled, until at the present time it is both an architectural and industrial credit to the city.

In 1887 the stock company was formed, with a capitaliza-

tion of one hundred thousand dollars. The premises occupied at that time comprised the entire block bounded by Broadway, Smith Street, and Shunway Street, the location which, with the annexes and additions, it still occupies.

The beer manufactured by The Broadway Brewing and Malting Company, is of a high standard and produced under the most sanitary and improved conditions. The refrigerating machines, with an aggregate capacity of one hundred tons, are of the most dependable type. The buildings of the plant are constructed of brick, stone, and iron, and are considered absolutely fireproof. In 1890 natural gas was discovered on the property, and it has since been utilized for lighting and power purposes in the plant.

The malting department of The Broadway Brewing and Malting Company was started as a private enterprise by Mr. Binz. Its growth has been rapid and regular, until

now it is one of the finest in the city, with an annual output of from two to three hundred thousand bushels.

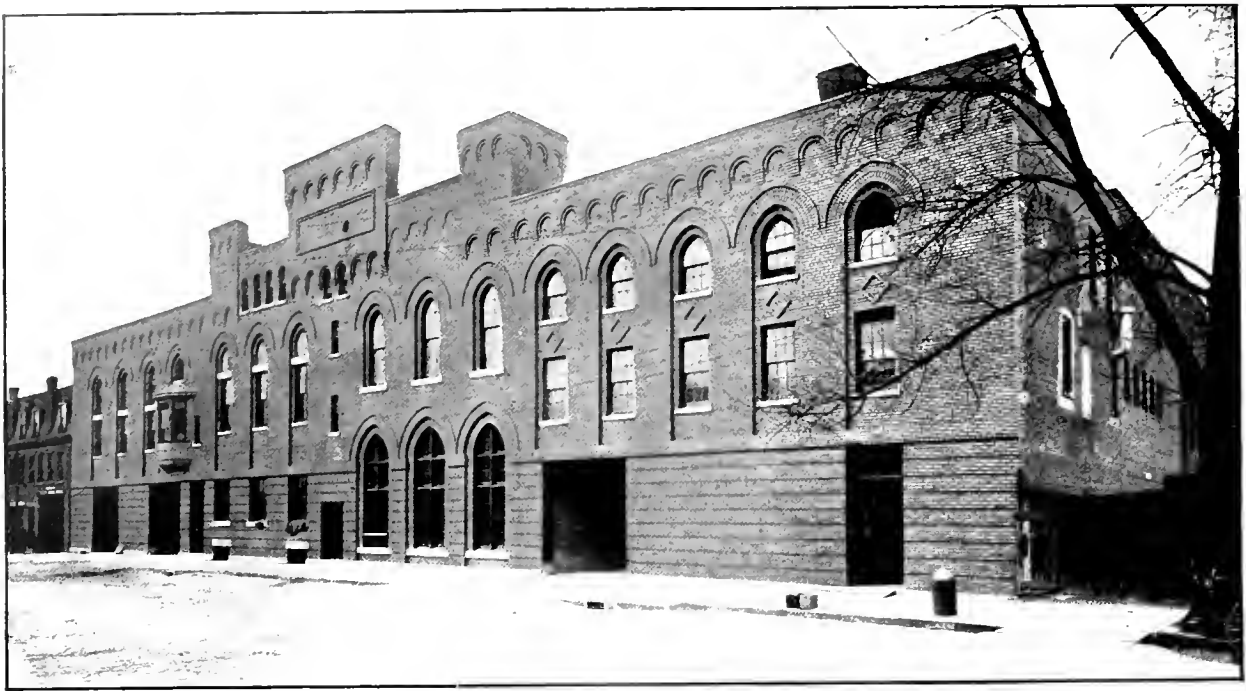
Colonel John L. Schwartz was born in Buffalo, April



THE BROADWAY BREWING AND MALTING COMPANY

13th, 1859, and received his early education in the parochial schools of the city. He has the honor of having been one of the first students of Canisius College on its opening in the year 1870. He is thoroughly a self-made man, is a close and shrewd observer of the times, and a good judge of men, and combines all the requisites for success in life, and the directing agency for a large institution.

Mr. Schwartz entered the brewing business in 1893, when he bought out the old Queen City Brewing Company, at sheriff's sale, from the late John B. Manning, the plant being then located at Spring and Cherry streets. He formed a copartnership with John S. Kellner, Joseph Phillips, and Edward A. Diebolt, under the name of The Star Brewing Company. They conducted this business successfully for ten years, at the end of which time Colonel Schwartz purchased the interests of his partners, also the controlling



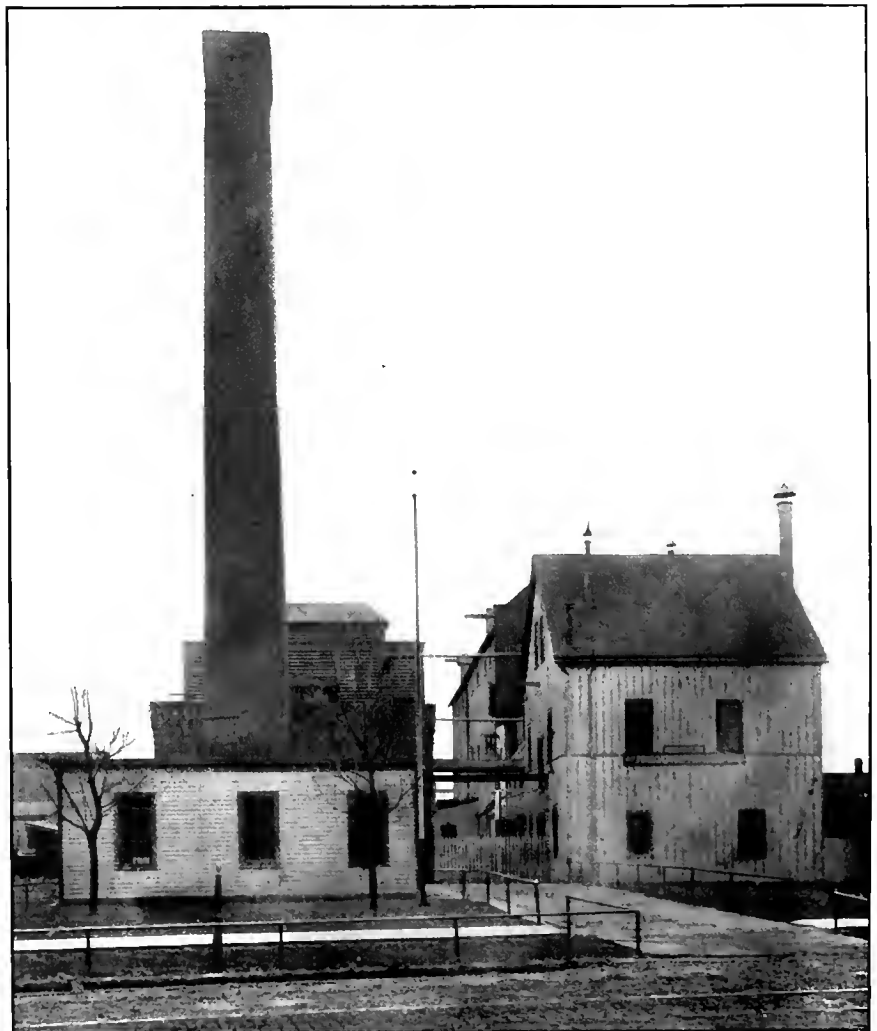
THE CLINTON-STAR BREWERY

interest in the Clinton Cooperative Brewing Company, and merged the two under the name of the Clinton-Star Brewery. Mr. Schwartz has rebuilt the plant complete, and equipped it with all the modern mechanical devices and arrangements known in the business, and today it stands among many as a model of its kind, perfect and complete, and the business system which he has put into operation is not one particle less perfect than the plant is physically complete. Colonel Schwartz is naturally a leader among men and is the man to take the initiative in all things.

He has been president of the New York State Brewers' Association for three years, the organizer and vice-president of the Buffalo Brewers' Exchange, and has been instrumental in a movement to elevate the saloon business. Colonel Schwartz has been colonel of the Knights of Saint John for eighteen years, and grand treasurer of the Catholic Mutual Benefit Association for a like number of years. He is also a member of the Buffalo Orpheus, Saengerbund, German-American Alliance, Amicus Club, Royal Arcanum, and many other fraternal organizations.

Mr. Schwartz was married to Miss Elizabeth J. Zegawitz, of Rochester, and with his wife and seven children enjoys the comforts and luxury of a beautiful home at 12 North Pearl Street.

The Germania Brewing Company.— One of the younger brewing establishments of



THE GERMANIA BREWERY

the city, and one of its most promising, is The Germania Brewing Company, located at 1615 Broadway. It was established by Conrad Hammer, in 1893, in its present location. In the following year, 1894, the business was incorporated, with a capitalization of ten thousand dollars, which was later increased to fifty thousand dollars, the increase being justified by its rapidly growing business.

At the beginning this brewery had a capacity of but fifteen thousand barrels. In three years' time its capacity had doubled, and in the years that have intervened, the growth has been correspondingly great. More than fifty thousand dollars has been expended from time to time in adding to the original buildings, in new and improved machinery, and the remodeling of the different departments, until now the Germania Brewery is one of the finest brewing plants in the city.

The wisdom of its promoters in selecting a location far out Broadway is now apparent, and room for extensions is

available. The entire plant now occupies an area of fifty thousand square feet. The buildings are of brick, handsomely constructed and very commodious. The bottling department, which is a model of convenience and sanitation, is located in a building apart from the others.

The care which is exercised in the manufacture of beer at the Germania Brewery is generally known in Buffalo and accounts in no small measure for the demand for Germania beer in the homes. The beverage is of excellent quality, and the label alone insures purity and general excellence, as well as careful, sanitary handling.

Conrad Hammer, the original promoter of the Germania Brewery, is its president at this time. Mr. Hammer is one of the oldest and most experienced brewmasters in the country, and has surrounded himself with able and skilled men to an extent which insures a profitable future for the Germania Brewery.

LUMBER INTERESTS.

THE Goodyear Lumber Company.—Probably the greatest factors, in the past twenty years, in the industrial upbuilding of Buffalo, have been the Goodyears—Charles Waterhouse and the late Frank Henry Goodyear. Prominently identified with every great movement that made for Buffalo's development, with keen business foresight, they have given to Buffalo an influence that will be felt for many generations to come. Their activities have been known in practically every field—the world of railroads, timber production, and finance. Long ago their interests reached beyond their home city, and today the name of Goodyear is known in practically every market of the world.

FRANK HENRY GOODYEAR, who died May 13th, 1907, was, like his brother, prominently identified with railroad and lumber interests throughout the country. He was born at Groton, New York, March 17th, 1849, and received his education in the public schools, the academy at East Aurora, New York, and from private tutors. For some time he taught in the district schools, and later became bookkeeper for Robert Looney, who operated a timber tract at Looneyville, New York. In 1871 Mr. Goodyear came to Buffalo and engaged, in a small way, in the lumber and coal business. His operations soon became extensive, and he rapidly acquired large tracts of timber in McKean, Potter, Elk, and Cameron counties in Pennsylvania, and completely disproved what was then a popular belief, that the available lumber supply of northern Pennsylvania was exhausted.

Once the possessor of all this land in fee, he was confronted with a serious problem—that of getting out the timber and carrying it to market. He overcame the obstacle by entering into railroad construction and built permanent lines to carry his own product. He supplemented this with great sawmills, erected on the tracts, where the timber was sawed and made ready for use.

In 1887 Mr. Goodyear became associated with his brother in the firm of F. H. & C. W. Goodyear, and the firm was so known until 1902, when it was organized into The Goodyear Lumber Company, and as such it still remains.

In 1885 Mr. F. H. Goodyear had built a small railroad in the Sinnemahoning Valley, and, after this copartnership with his brother was formed, this line and the several other lines that had been constructed were merged, and the Buffalo & Susquehanna Railroad was the outgrowth of

this merger. The road, which contributes greatly to Buffalo's industrial supremacy and the city's standing as a railroad center, has been previously described in this sketch.

For many years Frank H. Goodyear was popularly known as the head of the hemlock lumber business of the world. The entire holdings of the brothers produced an-



FRANK HENRY GOODYEAR

nually two hundred million feet of hemlock, and nearly as much more in hard woods, all of which was shipped over the Buffalo & Susquehanna lines. In 1902, the time of the firm's reorganization, the field of activities was extended to the South, where large tracts of timber lands were secured in Mississippi and Louisiana by The Great Southern Lumber Company, of which Mr. Frank H. Goodyear was president.

Mr. Goodyear also extended his operations to the coal fields and became the owner of great bituminous interests in the vicinity of Dubois, Pennsylvania. Yet, with all his

interstate associations, he found time to give his wisdom and counsel on the directorate of many of Buffalo's greatest industrial and financial institutions. He was president of The Buffalo & Susquehanna Railroad Company and The Buffalo & Susquehanna Steamship Company and vice-president of The Buffalo & Susquehanna Iron Company. He was president of The New Orleans Great Northern Railroad Company, a director of The United States Leather Company, a director of the Marine Bank and numerous other institutions.

During his active business life he was one of the city's most public-spirited citizens. He had many times been tendered high office by the people, but as often declined in favor of his own interests, that required all his attention. He did, however, serve as Park Commissioner, principally for the reason that Buffalo's park system was always his chief delight and many of the parks' finest attractions today came as a result of his suggestions and plans. His only other public service was as a commissioner to examine the railroad extending across lands belonging to the United States Government along the line of the Northern Pacific Railroad, to which commissionership he was appointed by President Cleveland.

Buffalo will long have reason to remember Mr. Goodyear's generosity and philanthropy; many of the city's charitable institutions benefited by his munificence during life and after his death. He was a leading member of the Chamber of Commerce and was long a member of the city's most exclusive clubs, including the Buffalo, Ellicott, and Country clubs.

His interest in Buffalo's park system led him at one time to offer a hundred thousand dollars for the creation of a model zoological garden. When the matter came before the Legislature so many amendments and changes were made in the original plans that it was withdrawn and the city lost her chance to procure what would probably have been the finest zoological garden in the world.

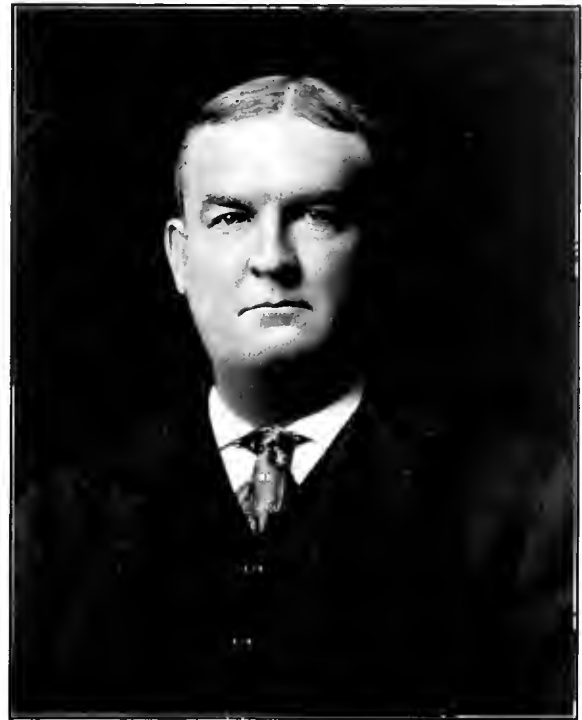
September 13th, 1871, Mr. Goodyear married Josephine Looney, daughter of Robert and Josephine Looney, of Looneyville, New York. Mr. and Mrs. Goodyear had four children—Mrs. Grace Goodyear Depew, wife of Ganson Depew; Mrs. Florence Goodyear Wagner, wife of George O. Wagner; and Frank Goodyear, Junior—all of this city. The fourth child, Mrs. Josephine Goodyear Sicard, wife of George M. Sicard, died in 1904.

CHARLES WATERHOUSE GOODYEAR was born in Cortland, Cortland County, New York, October 15th, 1846, the son of Doctor Bradley Goodyear and Esther P. Kinne. He received his school training in the academies of Cortland, Wyoming, and East Aurora, New York, finishing his school days in 1867. In 1868 he came to Buffalo to study law in the offices of Lanning & Miller, later continuing his professional preparation with John C. Strong. He was admitted to the bar in 1871, and immediately began his practice in this city.

This individual practice continued until 1875 and was marked by much success. In that year Mr. Goodyear formed a partnership with Major John Tyler, which continued for

two years. From 1877 until 1882 Mr. Goodyear again practiced alone, and in February of that year formed a partnership with Henry F. Allen under the firm name of Goodyear & Allen. In 1883 Mr. Goodyear became associated with others and formed the well-known firm of Bissell, Sicard & Goodyear, which continued for four years as one of the most distinguished legal firms in western New York.

From January 1st, 1875, until October 1st, 1877, Mr. Goodyear served as Assistant District Attorney under District Attorney Daniel N. Lockwood, who was elected to Congress in 1876 and who resigned the office of District Attorney in the autumn of 1877, whereupon Mr. Goodyear was appointed by Governor Robinson to fill the unexpired term.



CHARLES WATERHOUSE GOODYEAR

In January, 1887, Mr. Goodyear gave up the practice of law to form, with his brother, Frank H. Goodyear, the lumber company and kindred organizations that have since become so prominent in the business world. The firm name became F. H. & C. W. Goodyear, and almost immediately their operations became so extensive that it was necessary for both to give their whole undivided attention to them. They were pioneers in the construction of standard built and equipped railroads for logging operations, penetrating the timber tracts of Pennsylvania, which had, up until that time, been considered well-nigh inaccessible to railroads. From this beginning grew the Buffalo & Susquehanna Railroad, a line that has opened up, and given complete transportation facilities to, a section that heretofore has suffered keenly from the lack of them. Now the line has become a permanent freight and passenger carrying line, with three hundred and fifty miles of first-class standard-gauge track and roadbed, and will, in the near future, increase this mileage one hundred miles. Mr. Goodyear is one of

the principal stockholders, and, since the death of his brother, president of the company.

Mr. Goodyear is president of the Great Southern Lumber Company, whose principal plant and operations are in Louisiana and Mississippi, with large holdings of long-leaf yellow pine in those States. The company recently completed what is undoubtedly the largest sawmill plant in the world. All of the buildings, including the dockage, are constructed of concrete and steel, and the capacity is one hundred and fifty million feet of lumber a year.

Mr. Goodyear is also president of the New Orleans Great Northern Railroad Company, which concern took over the old East Louisiana Railroad. This company had constructed and now has under construction a line of tracks from Slidell, a point on the New Orleans Northeastern Railroad, to Jackson, Mississippi, that traverses the long-leaf yellow pine districts of Louisiana and Mississippi through the valley of the Pearl River. The company has trackage from Slidell to New Orleans—with terminal facilities at the latter place—through a contract with the New Orleans Northeastern Railroad, thus affording an excellent outlet to tide water for the products of the great forests of those States, and enabling the company to market the lumber in all parts of the world with great facility and despatch.

During the tariff controversy of a few years ago, Mr. Goodyear, as chairman of the convention of lumbermen which urged the imposition of a tariff on Canadian lumber, appeared before the Ways and Means Committee of Congress, in behalf of that measure. It was largely through his efforts that the present tariff laws levy a protective duty of one dollar a thousand feet on Canadian lumber.

Since his retirement from the law Mr. Goodyear has never entered much into public life nor held office, although he has repeatedly been solicited by both parties to do so. In 1904 great pressure was brought to bear to induce him to accept the Democratic nomination for the governorship, but he declined, explaining that his business interests were too extensive to permit of his entrance into politics.

Mr. Goodyear's business affiliations are by no means limited to his railroad and timber associations. He is identified as are few others with the financial and industrial world. He is president of The Buffalo and Susquehanna Coal and Coke Company and a director of The Buffalo and Susquehanna Iron Company and of numerous other industrial and financial institutions.

He is also prominent in the social life of the city, being a member of the Buffalo, Saturn, Ellicott, Country, and Liberal clubs, a Free and Accepted Mason, a life member of the Buffalo Library Association, and a trustee of the State Normal School of this city. His religious affiliation is with the First Presbyterian Church of Buffalo, and in all philanthropic and good government movements, tending towards the relief of the distressed and the betterment of the city, he is always foremost.

On March 23d, 1876, Mr. Goodyear married Miss Ella Portia Conger, of Collins Center, New York, and four children have blessed the union—Anson Conger, Esther, Charles W., Junior, and Bradley Goodyear.

John Newton Scatcherd.—There is no more prominent figure in the business, civic, and social life of Buffalo than John Newton Scatcherd, the subject of this sketch. His business interests extend beyond his home city, and his name is known throughout the whole lumber world. For many years he has been in the forefront of the timber interests of the nation and held a most prominent situation in financial circles. His connection, in high capacities, with many of Buffalo's greatest institutions has had a most beneficial effect.

Mr. Scatcherd has attained his success in the city of his nativity. He was born in Buffalo, September 12th, 1857, the son of James Newton Scatcherd, who was one of the pioneers in the lumber business of Buffalo, and one of its foremost business men; and a grandson of John Scatcherd, who was the descendant of an old English family that



JOHN NEWTON SCATCHERD

settled in Canada in 1821. The grandfather was for many years prominent in the public life round about London, Ontario, he having held several high offices and having represented the District of Middlesex in the Canadian Parliament for a number of terms. James Newton Scatcherd, the father of the subject of this sketch, came to Buffalo in 1852, and five years later established the lumber business now carried on by his son. The elder Scatcherd was prominent in the financial and philanthropic affairs of his city, and for four years was chairman of the Board of Water Commissioners. He died January 18th, 1885.

John Newton Scatcherd received his education in the Buffalo public schools and at Professor Briggs's Classical School. In 1869 he entered Helmhuth College, in London, Ontario, graduating from that institution in 1872 and becoming associated with his father in the lumber firm then known

as Scatcherd & Belton. In 1879 he was taken into partnership with his father, the firm becoming Scatcherd & Son.

Upon the death of his father in 1885, the son continued the business as managing partner with Mrs. E. L. Cary, which association continues to the present day as one of the largest hardwood lumber concerns in the country. Mr. Scatcherd is also president of The Batavia and New York Woodworking Company, at Batavia, New York, engaged in the manufacture of inside finishing for buildings and high-class cabinet work. This plant is one of the largest of its kind in the United States.

Mr. Scatcherd's associations with the financial insti-

His tenure of office as president of the exchange will best be remembered from the fact that it marked the beginning of a movement to abolish grade crossings. Mr. Scatcherd frequently insisted that the grade crossings were a great detriment to the city's trade, and to prove his assertion appointed a number of men to watch and take tally at the dangerous crossings. As a result of this a report was compiled and widely commented upon, eventually resulting in the creation of the Grade Crossings Commission, which has resulted in the abolition of many dangerous crossings at grade, and will eventually free the city of these deadly perils.

Mr. Scatcherd's greatest service to his city was as chair-



SCATCHERD & SON

tutions of Buffalo are numerous. From 1892 until 1896 he served as president of the Bank of Buffalo, and is at the present time a director in that institution; since 1886 he has served as director in the Third National Bank; and since 1889 has been a director in The Buffalo Loan, Trust, and Safety Deposit Company. He was one of the projectors of The Ellicott Square Company, and acted as its president from 1894 to 1906, and is now the vice-president and a member of the board of directors. He was a director in The Buffalo Railway Company and was for a long time a director of its successor, The International Railroad Company.

During the years 1886, 1887, and 1888, Mr. Scatcherd was president of the Buffalo Lumber Exchange, and for two years president of the Buffalo Merchants' Exchange, he having been the first to fill this office for two successive years.

man of the executive committee of the board of directors of the Pan-American Exposition in 1901. This committee was practically in charge of the enterprise and wholly responsible for it. Mr. Scatcherd was elected a member of the board of directors and subsequently was made chairman of the exposition committee of that board, and during its continuance gave up the most of his time to its interests. The benefit of this exposition to Buffalo can never possibly be overestimated. The year it was held marked the transformation of Buffalo from an overgrown provincial community, to a great, teeming, pulsating city. The increase in values was almost unprecedented — institutions grew, and real estate rose in value as it never had risen before. No small part of this can be credited to the unselfish efforts of the subject of this sketch.

Mr. Scatcherd has ever been prominent in the Republican Party. He was for three years president of the Buffalo Republican League and served for seven years on the Republican State Committee for Erie County. For a number of years Mr. Scatcherd, with George Urban, Junior, chairman of the Republican General Committee, was the leader of his party in this county. When they assumed direction of its affairs, there was but one Republican officeholder in the county. When they resigned there was but one Democrat. Mr. Scatcherd received the Republican nomination for mayor in 1897, but went down to defeat before the Democratic landslide of that year.

In club life Mr. Scatcherd is especially prominent. He is a member of the Buffalo, Country, Ellicott, and Park clubs of this city, the New York and Republican clubs of New York City, and the Tennessee Club of Memphis, Tennessee. His religious affiliation is with the Delaware Avenue Methodist Church, which he has served as its trustee. He is also a member of the Buffalo Fine Arts Academy, and was for some years a trustee of the Buffalo General Hospital.

On September 9th, 1879, he was married to Mary Eunice Wood, granddaughter of O. G. Steele, of this city. They have two children, Madeline Steele Scatcherd and James Newton Scatcherd.

Theodore S. Fassett, one of the Niagara Frontier's largest lumber dealers, was born at Albany, New York, February 19th, 1848. His father, Asa Fassett, was born in New England, and his mother in New York City but was of Holland ancestry. The young Mr. Fassett received his education in the public schools of Albany and the Albany Academy. At the age of sixteen he entered into business life, becoming bookkeeper for W. H. Gratwick, who was then prominent in the lumber trade at Albany.

After seven years with that concern, and after the death of his father, in 1872, Mr. Fassett removed to Tonawanda and entered the lumber forwarding business under the firm name of Lane, Fassett & Company. In the year 1873, during the depressing financial troubles, this firm was dissolved, and in 1874 Mr. Fassett formed a partnership with the late James R. Smith of Buffalo, under the firm name of Smith, Fassett & Company.

This firm has been in the lumber business continuously since that time at North Tonawanda. Mr. Fassett has been the senior member in the firm since the death of Mr. Smith, which occurred on May 25th, 1904. In 1881 Mr. Smith and Mr. Fassett jointly purchased Tonawanda Island, and this was rapidly developed into an important lumber storage district, with a water frontage of nearly two miles. It is now entirely occupied, under lease, by ten large lumber concerns, which carry in pile over one hundred million feet of lumber. This property, since its development, has proven a most successful enterprise.

After living in Tonawanda for the time necessary to get his business on a firm basis, Mr. Fassett removed to Buffalo, where he has since lived. For many years past he has been at the head of all important committees in Buffalo and the Tonawandas that have had to do with the improvement

of Niagara River and its channels. He is at the present time chairman of the Chamber of Commerce Committee on Niagara River Improvement, which has brought to its present successful issue the great project known as the Black Rock Ship Canal and Lock, which will open to the largest steamships of the lakes the great, deep-water basin of the Niagara River below the International Bridge. This is now impassable to the larger type of vessels because of the shoal waters of the upper river. The Government estimates for the cost of this improvement are four million five hundred thousand dollars, of which two million seven hundred thousand is already appropriated.

The subject of this sketch was also an active member of the canal committee of the Chamber of Commerce through all the years of the great campaign for the thousand-ton



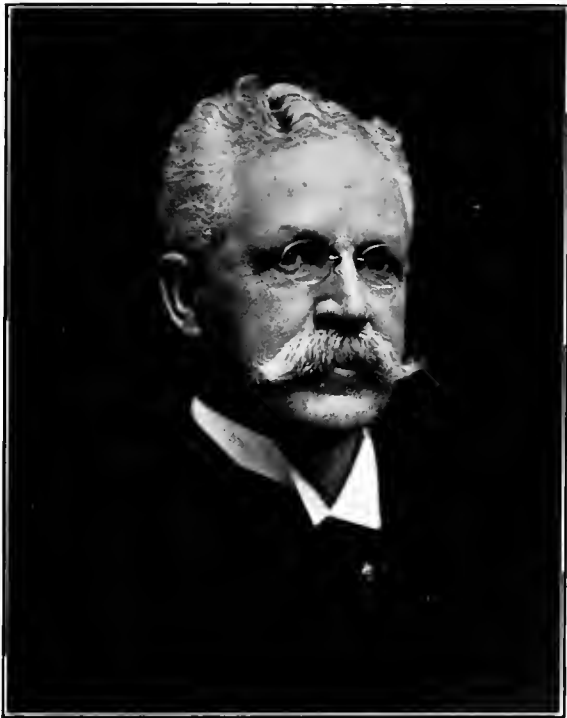
THEODORE S. FASSETT

barge canal. Mr. Fassett has performed further service as a member of the New York State Executive Canal Committee, with which he has been associated since its formation. Mr. Fassett's business capacities are by no means confined to the lumber industry. He is vice-president of The Consolidated Telephone Company, a director in The Century Telephone Construction Company, also a director in The Inter-Ocean Telephone and Telegraph Company, which companies are developing the great system of independent telephones covering Buffalo and western New York.

Mr. Fassett is also prominent as a club man, being a member of the Buffalo, Country, Park, and Ellicott clubs. His family consists of a wife and one daughter. Mrs. Fassett is prominent socially and active in most of the leading charities in the city.

John Willoughby Robinson, one of Buffalo's representative citizens, was born of Canadian parentage on October 14th, 1848. Like many other self-made men of today, he can attribute his success only to his own efforts, and to the personal qualities which Dame Nature bestowed on him. Indeed, at the age of fourteen, his home life came necessarily to an end, and he was called on to leave school and commence the battle of life, but from that time on he supplemented his education by attendance at night schools and by careful reading during leisure hours.

When about seventeen years of age, Mr. Robinson came to Buffalo in quest of employment, and met with many discouragements until a kindly disposed gentleman assisted



JOHN WILLOUGHBY ROBINSON

him in securing a situation, which he filled with complete satisfaction to his employers.

After a few years' work, believing he could foresee better prospects in the lumber business, and following a natural inclination to take up the line of business in which his father had been interested, he went to Michigan for the purpose of acquainting himself with that industry. He found employment with one of the largest operators in the State, whose headquarters were at Detroit, and received there the training which prepared him for the long and active career that the future had in store for him. By faithfulness, industry, and a determination to succeed, he was rapidly promoted to the highest position within the gift of his employers. Then, having acquired a moderate capital, as well as a thorough knowledge of the business, he resigned his position for the purpose of going into business on his own account.

In 1879 Mr. Robinson became associated with two of his brothers in the establishment of a wholesale lumber business in Detroit. In 1884 one of his brothers withdrew from the firm. The business, however, was carried on until 1888, when, owing to changed conditions in the source of supplies and transportation facilities, it was decided that Buffalo or vicinity would be a more advantageous location. After careful investigation, a suitable place was found on Little Island in North Tonawanda, and in 1888 and 1889 the offices and yards of The Robinson Brothers Lumber Company, of which the subject of this sketch was president, were removed from Detroit to their present location.

The following year Mr. Robinson's remaining brother, who was associated with him, died. Soon afterwards Mr. Robinson purchased the interest held by the estate of his late brother, and since then has conducted the business as the sole owner. Today the business enjoys a most enviable reputation for its magnitude and reflects due credit upon the integrity, conservatism, and commercial acumen of its founder.

Although not residing in North Tonawanda, Mr. Robinson has always taken a prominent part in promoting the business interests of the twin cities, and has several times visited both national and State capitals in the interests of legislation of importance to the Tonawandas. He has several times been elected to the presidency of the Tonawanda Lumbermen's Association. He has also been twice honored with the presidency of the National Wholesale Lumber Dealers' Association, an organization of national reputation and influence.

In 1872 Mr. Robinson married Matilda Oxenham, and they lived in Detroit until his business was well established in North Tonawanda, when he brought his family to Buffalo, and soon afterward purchased a home in North Street, where they still reside.

During Mr. Robinson's residence in Buffalo he has taken an active interest in all matters pertaining to the welfare of the city. He did much to promote the Pan-American Exposition, serving on important committees from its inception until its close, and was one of the first liberal contributors. He has always taken a great interest in religious and charitable work, and is a member and trustee of the Delaware Avenue Methodist Episcopal Church. He has been a liberal contributor to the Young Men's Christian Association both in Buffalo and North Tonawanda. He is a trustee of the Buffalo Orphan Asylum, and is a life member of that institution. He is also a life member of the Buffalo Fine Arts Academy and the Buffalo Society of Natural Sciences; is a trustee of the Erie County Savings Bank, and a member of the Buffalo, Country, and Park clubs, and of the Buffalo Historical Society. He is a thirty-second degree Mason, a Knight Templar, and a Noble of the Mystic Shrine.

In January, 1908, Mr. Robinson was elected to the presidency of the Buffalo Chamber of Commerce, proving the popular choice of Buffalo's representative business men by a large majority.

In politics Mr. Robinson is a Republican, and although taking a keen interest in all municipal and other public affairs, he has refrained from seeking office.

William H. Gratwick was born in Albany, New York, February 14th, 1870. He attended Professor Horace Briggs's school in this city, and graduated from Harvard University with degree of B. A. in 1892, and M. A. 1894. He is now



WILLIAM H. GRATWICK

a member of the lumber firm of White, Gratwick & Mitchell, North Tonawanda, New York, and The Split Rock Lumber Company, Duluth, Minnesota.

He was vice-president of the Chamber of Commerce, 1905, and president in 1906 and 1907, during which years the new building was constructed. Mr. Gratwick is Commissioner of the State Board of Charities for the Eighth Judicial District.

Thomas Tindle, senior member of the firm of Tindle & Jackson, and one of this city's prominent cooperage stock and lumber men, is a native of Yorkshire, England, and came to this country when a young lad. He was born in Broomfleet, April 7th, 1836, and received his early training in the common schools of that place. At the age of fourteen he left school and was employed on his father's farm, at which work he continued until he reached the age of nineteen years. In 1855 he came to America, settling in Saint Lawrence County, this State, and engaged in farming for a short time. The following year he went to Canada, remaining for four years, returning to his former residence in Saint Lawrence County in 1859, where he resided until 1865.

In the spring of 1865, Mr. Tindle went to Oswego,

New York, and entered the canal forwarding business as foreman in the firm of J. H. Crawford & Company. The following year the firm removed to Buffalo, Mr. Tindle accompanying it, and becoming manager. In 1868 Mr. Tindle entered the firm of Toles & Sweet, engaged in similar business, and among the large dealers in cooperage stock in this State. With this firm he was associated for twelve years as purchasing agent and salesman.

About this time Mr. Tindle saw vast possibilities in the cooperage trade, and in 1880 engaged in business for himself, purchasing a stave mill in Canada, the headquarters of the business remaining in Buffalo. In a short time he extended his interests to other Canadian mills, and from 1880 to 1888 he devoted himself mainly to the jobbing business. In 1888 Willis K. Jackson, Mr. Tindle's son-in-law, became associated with him in the business; the firm name becoming Thomas Tindle & Company. The business grew so rapidly that it became necessary to manufacture the stock dealt in by the firm. Stave and saw mills were erected in several towns in Michigan, including Saginaw, Thompsonville, Bellaire, Gaylord, Alba, and Nessen City. A large stave and heading mill was also erected at Cedar Springs. At Pellston the firm operates saw, hoop, and stave mills, broom-handle factory, and a general store. The firm also has a



THOMAS TINDLE

controlling interest in The Superior Veneer and Cooperage Company at Munising, Michigan.

The firm has the most improved facilities for transportation. A railroad was constructed to convey the timber from the forests to the mills, and these combined industries furnish employment to about nine hundred hands. The annual trade amounts approximately to about one million five hundred thousand dollars.

A branch office for marketing purposes is maintained at Minneapolis.

Mr. Tindle, though a citizen of much public spirit, gives the most of his time to his personal business affairs. He has never entered much into the political or club life of Buffalo. He is one of the type of independent Republicans who have done much to better Buffalo's municipal government. His religious affiliation is with the Asbury Methodist Episcopal Church, of which he is a trustee, and a member of the executive committee of the Methodist Union. He was at one time director in the Niagara Bank.

April 5th, 1856, Mr. Tindle was married to Miss Harriet Braithwaite, of Ogdensburg, New York, who was also a native of Broomfleet, England. Two children are still living—Annette, now Mrs. Willis K. Jackson, and Frank T. Tindle, who is associated with his father's business.

George Michael Zimmermann, Comptroller of the city of Buffalo, has confined his business activities to the city of his nativity. He was born in Buffalo April 29th,



GEORGE MICHAEL ZIMMERMANN

1854, the son of George Zimmermann and Catherine Fisher, who came to the United States from Germany, settled in Buffalo, and were among the city's leading German-American citizens. The younger Zimmermann received his education in the public and parochial schools. He was graduated from both Saint Joseph's College and Professor Barrett's private school. After completing his school training, he entered into the lumber business with his father, who was one of the pioneers in that trade in this city, and who, at that time, conducted an extensive wholesale and retail business.

In this business Mr. Zimmermann has remained through-

out his life, although he has of late years largely turned his affairs over to his son. However, the business is still carried on in his name and is incorporated over his signature. The firm maintains its offices and headquarters, yards and sheds at 305-323 Pine Street, with a branch mill on Cypress Street. It is foremost in the city's wholesale and retail lumber trade.

Aside from his activities in the lumber world, Mr. Zimmermann is director of the German-American Bank; of the German and French Roman Catholic Cemetery Association; of the *Buffalo Volksfreund*, of which he was president for one year and vice-president for eight consecutive years; and of the German Roman Catholic Orphan Asylum, of which he is vice-president, also a director of the American Savings Bank. He is a member of the Buffalo Council, Number 184, Knights of Columbus; Branch Number Sixteen, Catholic Mutual Benefit Association and of the Knights of Saint John.

Aside from the keen interest shown in the affairs of the city, Mr. Zimmermann had never taken part in the city's municipal affairs until in November, 1905, when he was induced to take the Democratic nomination for City Comptroller. Though the city has a Republican majority, the esteem in which he was held overshadowed party lines entirely, and he was elected by a most flattering majority. He has filled the position of Comptroller since that time most creditably.

On May 9th, 1876, Mr. Zimmermann was married to Miss Agnes Steinmann, of this city.

Charles Boller & Sons Company. Among the most prominent lumber firms in this city—in fact, in the country—



CHARLES BOLLER

is that of Charles Boller & Sons Company, controlling planing mills and yards that possess dockage facilities for the handling and transferring of lumber. This business was first established in Buffalo in 1861, as a partnership between Charles Boller and Peter Recktenwalt, and it thus continued until 1884, when Mr. Boller succeeded to the entire control of the company, and admitted to the firm his two sons, Henry E. and Albert R. Boller.

In 1900 the firm was incorporated under the laws of the State of New York, taking the firm name of Charles Boller & Sons Company, with the following officers: president, Charles Boller; vice-president and treasurer, Henry E. Boller; secretary, Albert R. Boller. That personnel continues to the present time.

In their large plant at the corner of Chicago and Carroll streets the concern produces every class of wood that is utilized in buildings. A complete line of wood and building material is turned out, and their patronage is extensive throughout Buffalo and a greater portion of New York and adjacent states. The pine forests of California, Northern Canada, and Minnesota, the cypress and hardwood timber belts of Mississippi and the Southwest, all furnish the raw material that is subsequently worked into the finished prod-

uct by this firm. The mahogany, rosewood, and other more expensive classes are also handled here on a large scale.

One of the most valuable illustrations of the high class of work turned out by this firm is the finish in the new Chamber of Commerce Building, especially the fine figured mahogany, which has made the Columbia National Bank, in that building, one of the handsomest banks in the city. The woodwork for the construction of the large group of buildings recently erected at the United States Military Academy at West Point, comprising the new cavalry and artillery barracks and stables and gun sheds, was also furnished by the subjects of this sketch. A contract now being fulfilled by this firm is that of furnishing the interior woodwork for a new Roman Catholic church now being erected in New York at an enormous cost.

The company's planing mill occupies an area of about one hundred feet by five hundred feet at the corner of Chicago and Carroll streets, upon which the plant was erected when it was founded. A large force of men is engaged in handling and working the lumber, which is being constantly received. The yards and dockage are located at Louisiana and Mackinaw streets, and have a capacity of five million feet of lumber, with exceptional shipping facilities, both by rail and by water.

BUSINESS INTERESTS.

BEALS & COMPANY.—A record of seventy years in active business marked by constant expansion and uninterrupted prosperity, until it has come to be known as one of the largest iron, steel, and hardware concerns in the United States, is a matter of special pride for Beals & Company and generally pleasing to every Buffalonian who has at heart the commercial supremacy of his city.

The business was instituted by Samuel F. Pratt in the days when Buffalo was but a village. Mr. Pratt bought out the Weed Hardware Store and established the firm of Pratt & Company in 1836. Ten years later, in 1846, Mr. Edward P. Beals was admitted to the partnership, and the firm became known as Pratt & Beals.

From 1836 until 1850 the business was conducted at the old Weed store, at the corner of Main and Swan streets. At that time the firm's constantly increasing business brought the necessity of more commodious quarters, and the business was removed to its present location on the Terrace, one of the best localities for wholesale institutions in the city.

Mr. Beals continued in business with Mr. Pratt until a comparatively recent period, 1886, when the firm was reorganized under the name of Beals & Brown. In 1893 the firm became Beals & Company, and as such it is still conducted. Mr. Edward P. Beals died in 1903, and the present members of the firm are Pascal P. Beals, Charles P. Rogers, Eugene J. McCarthy, and Samuel C. Pratt, all of whom have been associated with the business for many years.

The firm occupies the large buildings at numbers 44, 46, 48, and 50 Terrace, with its salesrooms, sample rooms, and warehouses for the storage of iron, steel, general hardware, and allied commodities. The offices of the company are also located within these buildings, the executive department, various storehouses, and salesrooms occupying a total of two hundred thousand square feet of floor space.

The Bickford & Francis Belting Company.—An active business life of nearly a half century is a matter of special pride to this concern, and of general pride to every Buffalonian who has a heart in the city's successful business institutions. Organized in 1867, at a time when the country's business was just recovering from the stagnation incidental to war, the company began to thrive and

has since grown until it occupies a foremost place among the makers of belting and allied commodities.

The original firm was organized in 1867 by Richmond H. Bickford, who was for a number of years associated with



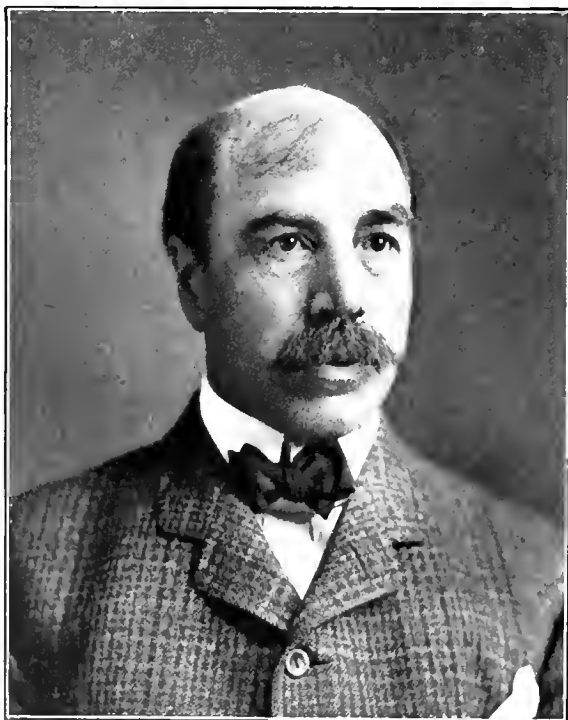
THE BICKFORD & FRANCIS BELTING COMPANY

Fred B. Curtiss under the firm name of Bickford & Curtiss. In 1881, Mr. Curtiss retiring, W. C. Francis assumed his interest, the firm name becoming Bickford & Francis. In 1889, upon the death of Mr. Francis, Walter T. Wilson and R. Kenneth Bickford were taken into the firm, the firm name becoming The Bickford & Francis Belting Company, which it still remains. The members of the firm at present are Walter T. Wilson, R. Kenneth Bickford, and W. Morse Wilson.

The business in which the firm has always been engaged, the scope of which has been enlarged from time to time, is the manufacture of oak-tanned leather belting. For the past forty years they have manufactured the celebrated B., C. & D. brand of leather belting, that has gained an enviable reputation in every branch of manufacturing where belting is used. The business of the company is largely wholesale, although a large retail business has been built up in Buffalo and vicinity. Their field is the entire United States, and a large corps of commercial men are constantly engaged in carrying the "Bickford & Francis mission" to the remote parts of the country.

For forty years the firm's place of business was at numbers 53 and 55 Exchange Street. May 1st, 1907, they moved to their commodious new home at number 35 Pearl Street, in the heart of the wholesale district. It was built by them exclusively for their own purposes, a handsome six-story building fitted with every modern convenience necessary for the better conduct of their business and the comfort and well-being of their employees.

The R. H. Thompson Company are wholesale paper dealers, at numbers 184, 186, 188, and 190 Washington Street. The business was first established twenty-six years



R. H. THOMPSON

ago on Lloyd Street by Richard H. Thompson, and has been carried on under his management since that time. The firm was incorporated as The R. H. Thompson Company under the laws of the State of New York in 1900. The business is in fine writing papers, printing papers, and cardboards of all sorts and descriptions.

The F. P. Weaver Coal Company, one of the most prominent of the representative coal corporations in western New York, was incorporated in this city, December, 1903, with the following officers: president, Frank P. Weaver;



FRANK P. WEAVER

vice-president, Charles L. Couch; secretary, Charles W. Moss; treasurer, Coplin James; all of whom still retain their respective positions. The company represents extensive bituminous, anthracite, and coke interests, shipping large quantities to representative manufacturing institutions and dealers throughout a comprehensive territory. The business headquarters are in this city, with offices at 824 and 828 Prudential Building, while branch offices are maintained at Syracuse, New York, with L. D. Fuller as manager, and at Toronto, Ontario, with L. G. Mickles as local representative. In addition to the salesmen traveling throughout western New York and the Niagara Frontier from the home office, the men traveling from the branch offices cover the eastern territory and Canadian markets.

The company's mine associations are with bituminous and anthracite districts of Pennsylvania, Ohio, and West Virginia. This company handles the output of many individual mines in the Bessemer, Clearfield, and Smithing fields of Pennsylvania, and particularly in Armstrong County, where the Black Hawk steam coals are mined;

and in the higher grades of coal for steam and gas purposes from the Pittsburg district, the company is the exclusive representative in New York State and Canada of The United Coal Company, of Pittsburg, with a daily capacity at their several mines of ten thousand tons of Youghiogheny gas coal, and The Morss Hill Coal Company, of Carbon-dale, Pennsylvania, producing a standard grade of anthracite coal.

Among the specialties handled by the Weaver Coal Company is the "Rosebud Youghiogheny" gas coal, sold by them to many gaslight companies and steel and iron industries throughout New York and Canada; also a by-product coke which is largely supplanting Connellsville coke for foundry, furnace, and domestic purposes.

For the shipping and general transportation of coal and coke, the Weaver company is especially well situated, having at its command upwards of a thousand individual coal cars and practically unlimited facilities for shipping from the various ports on Lake Erie and Lake Ontario to Canadian points and the great Northwest.

Since the inception of the company the business has grown rapidly, the inevitable result of careful business methods and prompt service to its customers. Though its clientele is distributed over an extensive territory, the Weaver company has established a reputation for carrying out the spirit, as well as the form of a contract. This has been especially noticeable during the period of car shortages which have been of almost yearly occurrence for the past ten years. During those periods the Weaver company has always been prompt to care for its patrons' requirements, and once a customer has given his order or contract to the Weaver company he is spared the annoyance of delayed shipments, evidenced by renewal of contracts at expiration period.

Frank P. Weaver, the president of the company, is a former treasurer of Niagara County and has been prominent in Republican politics in Lockport, where he resides. C. L. Couch, the vice-president, has had many years' experience in the coal business, fourteen years of his service having been with The Philadelphia and Reading Coal and Iron Company. Mr. Moss is also a Lockport man, with ten years' experience in the coal business in Chicago and Indiana. Mr. Couch and Mr. James are both Buffalo men, with excellent standing in Buffalo business circles.

The Pittsburg and Buffalo Company, with offices at 512 Prudential Building, this city, is one of the largest representative coal and brick firms in Buffalo. Besides furnishing coal and coke to the local trade, they engage extensively in the manufacture of front brick, paving brick, sewer pipe, and hollow block. Their operating mines are noted throughout the Pittsburg, Youghiogheny, Ohio, West Virginia, and Pennsylvania Freeport coal districts, as the most modern and largest mines in the country.

To take prompt and efficient care of their large list of customers this concern maintains a line of their own railroad cars. That this means a great deal is shown when the fact is made known that this company's trade extends

over most of the great cities of the country, as well as smaller places throughout a great portion of the Union.

The new Pittsburg Youghiogheny mines, recently opened, will, when fully developed, be the largest in this country. To these and their other big mining operations will be added soon a large high-grade coking plant of three hundred beehive ovens, thus enabling them to enter the coking trade with one of the best grades of coke turned out for foundry and furnace use.

Their brick and sewer pipe plant combined is the largest single plant between New York and Chicago, having a capacity of over twenty million brick annually, and a mile of sewer pipe daily. The front brick made by this company is seen in some of the largest apartment buildings, office blocks, school buildings, churches, and residences in New York, Philadelphia, Washington, Baltimore, Pittsburg, Buffalo, Cleveland, Niagara Falls, and smaller cities and towns. Their paving brick and block is used in over one hundred cities and towns in a dozen States.

The entrance of The Pittsburg and Buffalo Company into the industrial world of Buffalo adds another chapter of progressive firms to this city's credit. The present officers of the company are Thomas P. Jones, president; John H. Jones, treasurer; David G. Jones, secretary.

The Buffalo Storage and Carting Company, with offices and stables at 350, 352, 354, and 356 Seneca Street, and large storage facilities on Scott and Larkin streets, is one of the largest institutions of its kind in the country. It has an established business of upwards of forty years' creditable standing in the city, having first been started in a small way on Michigan Street near Seneca. Little by little it has grown under the direction of W. P. Taylor until it has attained its present status. The past thirty years the company's quarters have been on Seneca Street.

In 1903, a little more than four years ago, the immense buildings of the company on Seneca Street, near Louisiana, were destroyed by fire. In this instance, as is very often the case, fire performed some service, for the reason that the destroyed buildings were replaced with a structure of a more desirable and elaborate class. This structure now stands above all of its surroundings, a monument to the energy and enterprise of the men who promoted it. It is handsomely constructed of brick, three stories in height, and has a frontage of eighty feet and a depth of one hundred and eighty feet.

The building, which is used for storage purposes, is on Scott Street, extending from Larkin to VanRensselaer Street, and it is also used as a shipping point for the immense amount of freight which is handled daily by this company. Part of this building is one story high, having a frontage of one hundred by four hundred feet. The other part, two stories high, has a frontage of one hundred and fifty by one hundred feet. This latter building faces directly on the tracks of the Vanderbilt lines, thus giving unequaled railroad facilities and enabling the company to take care of its immense amount of business in a careful, systematic, and rapid manner.

In this structure are constantly stored great quantities of valuable merchandise, either consigned to the business houses and industrial plants of the city, or to be forwarded to other parts of the world. The rapid growth of the city the past ten years and the consequent increase in freight shipments, has made a business of this nature an absolute necessity, and The Buffalo Storage and Carting Company has ever met all the demands in a highly satisfactory manner, as the increasing patronage and constantly growing business attest.

The concern employs a large working force and has a vast number of wagons and horses to handle its business. The officers are: president, William P. Taylor; vice-president

County, where the father died in 1863. After the death of the elder Snyder the family removed to Buffalo, and the boys of the family, as was the custom at the time, were set to work at an early age. Mr. Snyder's education was necessarily limited to that possible of acquirement in the district schools, and his first work was on a farm when he was a lad of very tender years.

When he attained his majority Mr. Snyder entered the employ of a feed merchant in Buffalo and two years later entered the employ of a Mr. Pettebone, who was engaged in the trucking business. For seven years this employment continued, during which time the thrifty young man saved some money and engaged in the trucking busi-



THE BUFFALO STORAGE AND CARTING COMPANY

and manager, C. D. Taylor; secretary and treasurer, F. J. Abel.

Frank Snyder.—The subject of this sketch is one of many Buffalonians of German nativity who have helped so much to build up the city's industrial and commercial supremacy, a class of foreign-born men whom the city has always been glad to receive and proud to extend the privileges of citizenship. Mr. Snyder was born in Waldmunchen, Bavaria, Germany, January 28th, 1852, being one of the family of four sons and two daughters of Joseph and Magdalene Snyder. His father, a tanner by trade, came to America in 1853 to prepare a home in the New World for his family, who followed him five years later. They settled at Griffin's Mills, in the town of Aurora, Erie

County, where the father died in 1863. After the death of the elder Snyder the family removed to Buffalo, and the boys of the family, as was the custom at the time, were set to work at an early age. Mr. Snyder's education was necessarily limited to that possible of acquirement in the district schools, and his first work was on a farm when he was a lad of very tender years.

When he attained his majority Mr. Snyder entered the employ of a feed merchant in Buffalo and two years later entered the employ of a Mr. Pettebone, who was engaged in the trucking business. For seven years this employment continued, during which time the thrifty young man saved some money and engaged in the trucking business on his own account. From this humble beginning the business has grown until, at the present time, it does most of the heavy moving and trucking in Buffalo, a business of immense proportions that has kept pace with the growth of the city.

Mr. Snyder has his business headquarters at numbers 263 and 265 Eagle Street, where all contracts for work are executed. The business is not confined solely to Buffalo, but extends beyond to every city and hamlet within a radius of two hundred and fifty miles. Special attention is given to what is known in business terms as "heavy work" requiring tackle and apparatus of extraordinary capacity. For this the firm is well fitted and moves heavy safes, monuments, and mammoth quarry products with the greatest facility, despatch, and safety.

One local contract, that reflects great credit upon Mr. Snyder and his staff, was the placing of the great marble lions on the pedestal of the McKinley monument. The pieces weighed many tons and required the most skillful handling to prevent breakage or marring of the artist's handiwork. This was accomplished in a most thorough and business-like manner, and the performance of the contract attracted thousands of people. A dray that has a capacity of seventy-five tons has recently been added to Mr. Snyder's equipment, which, together with all the hoists and derricks, makes possible the moving of almost anything movable.



FRANK SNYDER

Mr. Snyder is essentially a self-made man and an important factor in the business life of Buffalo. Through his energy, business capability, and integrity he has won the esteem and confidence of the entire community.

The Buffalo Dredging Company.—Charles E. Williams, Frank L. Bapst, Pliny B. McNaughton, William H. Kinch, and Samuel J. Dark are the five men controlling The Buffalo Dredging Company and its kindred organizations—The German Rock Asphalt and Cement Company, Limited; and The Buffalo Expanded Metal Company. The three companies represent the very largest interests of their classification in western New York, and the various firms are known throughout the United States where great contracts have been performed.

The names of the various companies indicate in a general way the nature of their respective businesses, which can be classified under the one head of general contracting. No field of modern enterprise requires such versatility as general contracting. It demands the thorough and tech-



CHARLES E. WILLIAMS

nical work of the civil engineer and all the tact and wisdom of the successful business man. The associated companies of The Buffalo Dredging Company are admirably fitted with men and managers to meet all possible conditions that may arise in their field of work. Some of the greatest contracts of the past century were performed by these companies, and their completed tasks stand today lasting monuments to the skill and genius of their promoters.



FRANK L. BAPST



PLINY B. McNAUGHTON

A summary of their greatest work in the past few years will give a more comprehensive idea. The Buffalo Dredging Company is now, and has been for four years, engaged in excavating a channel in what is known as Black Rock harbor, which is to be a part of the proposed inside route from Buffalo to the Tonawandas, under supervision of the United States Government. These contracts involve more than one million seven hundred and fifty thousand dollars.



WILLIAM H. KINCH

They have also been awarded the largest single contract ever awarded by the city of Buffalo—the contracts for tunnels, foundation to new pumping station, and so forth—connected with the waterworks system, and amounting to about one million, five hundred thousand dollars. They also hold the awards for the contracts for the intake, pump well, submarine pipe, and so forth, of Lockport's new water system, in Niagara River at Tonawanda. This involves eighty thousand dollars. Among the greatest of its tasks, now completed, are the Union Ship Canal for the Pennsylvania Railroad and the Buffalo & Susquehanna companies at West Seneca, amounting to over a million dollars; the Buffalo River improvement work; a million dollars' worth of work on the barge canal; also a contract with the United States Government for deepening Detroit River, amounting to two million nine hundred thousand dollars.



SAMUEL J. DARK

Hundreds of miles of asphalt pavement have been laid by The German Rock Asphalt and Cement Company, Limited, since its inception and incorporation in 1888. The records in the Board of Public Works will show paving by this company, with stone, asphalt, brick, and macadam, aggregating four million dollars in value. One of the largest paving contracts was that on Main Street, the new work extending from Goodell to Amherst Street. Another large contract was the paving of Fillmore Avenue from Seneca Street to Best. Asphalt floor work is a specialty of this company, and their contracts for this class of work include nearly all the breweries in the city and many large manufacturing concerns.

The Buffalo Expanded Metal Company are expanded metal and concrete fireproofing contractors and agents for the sale of expanded metal lath and mesh. Their

business extends over a large part of the State, and some immense contracts have been performed outside of Buffalo. Here at home some of the largest contracts have been the fireproofing of The Larkin Company, the Lafayette Hotel, the Sidway and Spaulding buildings at the corner of Main and Goodell streets; Providence Retreat, the plant of The American Malting Company, it being the largest single malting plant in the world; and the Erie Railroad's new freight houses.

Dark & Company.—The firm of Dark & Company, engaged in the contracting and plumbing business, is one of Buffalo's largest and best-known business institutions. The business was originally carried on under the name of Thomas Dark & Sons, having been established in this city in 1857 by Thomas Dark, Senior, with whom were associated his two sons—Thomas, Junior, and George. The firm engaged in general contracting business, following much the same lines as does the present firm, with the exception that they did no plumbing work. In 1880 Samuel J. Dark, a grandson of Thomas Dark, Senior, was admitted to the firm.

In 1885, owing to the fact that sewer and sanitary contracting work is so closely allied to plumbing work, and also to a general demand among the firm's clientage, a plumbing department was instituted. This branch of the work, which was at first subservient, became, in a few years, its most important feature, and as such it still continues, although it must not be inferred from this that the contracting business has been relegated. On the contrary, the contracting business has grown and developed until at the present time Dark & Company is numbered among the largest and most important contracting firms in the East.

The business was carried on by Thomas Dark, Senior, and his sons until the spring of 1900, when all the senior partners of the firm retired, and it passed into the control of Samuel J. Dark. Thomas Dark, Senior, the parent of the firm, is still living in Buffalo at the age of ninety-four, and, despite his advanced years, he still takes an active interest in Buffalo's affairs, particularly those which have to do with sanitary conditions in the city.

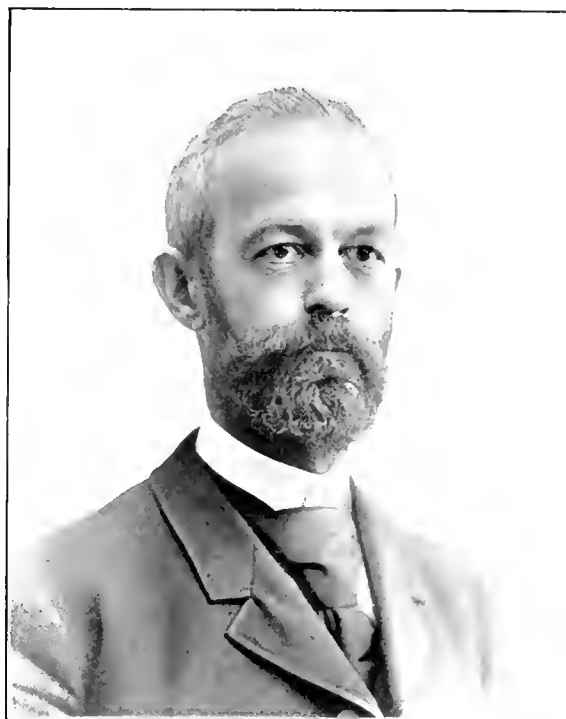
Upon taking control of the business Samuel J. Dark associated with himself Walter H. and Albert W. Caines, brothers, who had been connected with the business for many years, and whose practical experience, coupled with Mr. Dark's executive ability, rapidly brought the firm to the front. Walter H. Caines has been superintendent of the plumbing department of the concern since its installation.

With the retirement of the elder members of the old firm, the business assumed a new title, Dark & Company, under which name it has since continued. The firm's contracting work covers all classes of sewerage, foundations, the laying of conduits, general underground work, and plumbing work of every description. They have installed the plumbing, drainage, heating, and sanitary systems in hundreds of Buffalo homes and apartment houses, and in many of the largest factories and industrial plants. They have

also filled numerous contracts for the city government, installing large drainage, also heating and sanitary, systems in the schools and other public buildings.

The establishment of Dark & Company has been located at 654 Main Street since 1900. Here is maintained one of the largest and best-equipped showrooms to be found in the plumbing and contracting trades. It is handsomely fitted and is in a rapidly developing section of the city, convenient alike to the business and residence portions of Buffalo.

A large staff of competent workers in the contracting and plumbing trade is constantly employed; oftentimes there are as many as one hundred plumbers and steam-fitters on the pay roll of the company at one time—an infallible indication of the extent of their business.



GEORGE W. MALTBY

George W. Maltby, head of the well-known firm of George W. Maltby & Sons, engaged in the marble, cut stone, and granite business, was born in West Henrietta, Monroe County, New York, in 1845. While acquiring the meager education that the district school of the time afforded, great events overshadowed his life. The Civil War came on, and at the age of seventeen he enlisted in Company H of the One Hundred and Eighth New York Volunteer Infantry, which history records as one of the most gallant commands in Hancock's Army Corps. During his service Mr. Maltby participated in many of the most important battles of the war, including Antietam, Gettysburg, and Spottsylvania Courthouse. He was wounded in all three of the battles mentioned, and at the last named was so injured as to be disabled for further service. He was sent to Satterlee Military Hospital at Philadelphia, Pennsylvania,

where he remained until he received his discharge in November, 1864.

At the close of the war, young Mr. Maltby turned again to peaceful vocations and completed his schooling by attending Bryant & Stratton's Business College at Rochester, New York. In 1865 he became engaged with the firm of Whitmore, Carson & Company, of Rochester, in the cut stone business, the members of the firm at that time being W. W. Whitmore, of Lockport; Charles H. Rathbun, of Buffalo; and William Carson, of Rochester. Mr. Carson died in 1872, and Mr. Gilbert Brady, of Rochester, his half brother, took his place. Mr. Rathbun had charge of the business in Buffalo, and the title of the local company was Whitmore, Rathbun & Company. Mr. Whitmore retired in January, 1879, and Mr. Rathbun died in June the same year. In March of the following year Mr. Maltby came to Buffalo, to take charge of Mr. Brady's interests, and in 1880 the partnership of Brady & Maltby was formed, which continued until Mr. Brady's retirement in 1896. For a time Mr. Maltby carried on the business alone, later taking into business with him his two sons, James C. and William C. Maltby. This change was made in 1904, and since that time the concern has been known in the business world as George W. Maltby & Sons.

The firm is known as one of the largest cut stone contracting firms in New York State, furnishing all grades of granite and marble used in interior and exterior work. They also have a large stock on hand of Medina sandstone, Ohio sandstone, Queenston limestone, and Indiana limestone. Their custom extends throughout the United States.

Among the more important contracts which have been filled by this company in recent years may be mentioned the McKinley Monument in Niagara Square, for which they furnished and cut the marble, which by experts is considered to be one of the finest marble exhibits in the world, and displaying a remarkably high order of skill in its cutting.

The Harrison Granite Company, of New York, the general contractors for the McKinley National Memorial at Canton, Ohio, awarded the contract to this firm for the interior marble, the sarcophagi, and the base, also for the complete erection of the building, excepting the exterior granite, which was furnished by The Harrison Granite Company and set by this firm. The marble used in the construction of the New York State building at the Pan-American Exposition, the granite terraces, fountain, etc., around the Albright Art Gallery, the granite bridge across Park Lake in Delaware Park, and the granite work at Gates Circle were furnished by this firm. Other large contracts for which the Maltby company have furnished the stone and in some cases constructed, may be mentioned the handsome Delaware Avenue entrance to Forest Lawn Cemetery; also the office building, the overflow station, portal, and valve chamber of The Ontario Power Company at Niagara Falls, Ontario; the First Presbyterian Church, the granite and marble work in the Statler Hotel, the cut stone and marble for the new addition to the Buffalo Club, and the cut stone for hundreds of large residences in Buffalo and other cities.

The plant of George W. Maltby & Sons is located at the foot of Maryland Street, with admirable shipping facilities.

The mill is a fireproof building one hundred feet square, and the cutting and blacksmith shops are three hundred by forty feet. Their importations of marble and stone are large. Nearly every State in the Union furnishes stone for its various purposes. For the most part, the granite comes from Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut, and Wisconsin.

Formerly the firm had an extensive business furnishing material for curbing, paving, and flagging, and work of a similar nature in Detroit, Lansing, and other cities in Michigan and Ohio.

With the social and fraternal organizations Mr. Maltby is naturally closely identified. He is a member of Bidwell-Wilkeson Post, Grand Army of the Republic; the Union Veteran Legion; and Queen City Lodge, Free and Accepted



CHARLES MOSIER

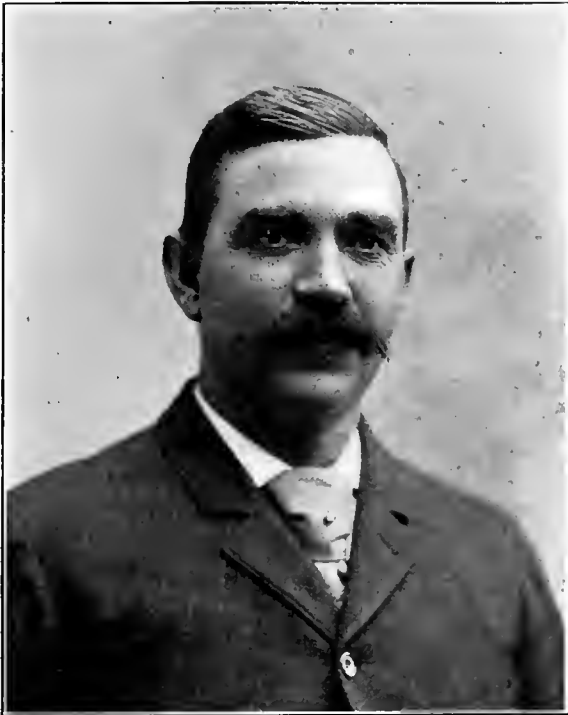
Masons. He is also a trustee of the Blocher Home, a member and former president of the Builders' Exchange, also a member of the Chamber of Commerce. His religious affiliation is with the Plymouth Methodist Episcopal Church.

August 27th, 1865, Mr. Maltby married Mary J. Pierce, a daughter of Caleb Pierce, of Rochester, New York.

Mosier & Summers.—Among the leading contracting and building firms in western New York, enjoying a reputation for great building achievements, is the firm of Mosier & Summers, established in this city in 1897, a business partnership between Charles Mosier and William Summers. From the very beginning their establishment began to have a potent influence upon the building industry in Buffalo, and they have a constantly increasing business under the head of general contracting. Their work is by no means

confined to Buffalo, but extends throughout the surrounding towns and country, and to distant parts of the State.

Among the many great contracts fulfilled by this company may be mentioned the building of Power House Number Two, at Niagara Falls; Lafayette High School, one of Buffalo's handsomest school buildings and one of the show places of the city; the new Sixty-fifth Regiment armory, said to be the second largest and most magnificent structure of its kind in the world; the Mayer Building; and the new Statler Hotel, recently completed. For the State and the Federal Government they have fulfilled many contracts, notable among them being the construction of twenty buildings for the United States Government at Oswego, New York, and a large group of buildings for the Gowanda State Hospital. The erection, several years ago, of three additional stories



WILLIAM SUMMERS

on the Hotel Iroquois was also one of the firm's great achievements.

Among the later contracts which they have filled, some of which are even now in the process of fulfillment, may be included the erection of the wing on Providence Retreat, a new freight house for the Erie Railroad on Louisiana Street, and a contract for the erection of three new buildings for the Dansville State Hospital. The subjects of this sketch have also filled and are engaged in filling contracts for the State on the barge canal, and in the good roads work which is being carried on in this vicinity.

The flattering reputation of Mosier & Summers has been built up through the prompt and satisfactory execution

of all contracts. The offices and the planing mill of the company are located at 1266 Seneca Street, where a large force of men is kept constantly busy on the lumber used by the firm in its various contracts.

CHARLES MOSIER, the senior member of the firm, was born in Buffalo, February 28th, 1861, the son of John and Mary Mosier. He attended the public schools of this city until he was thirteen years of age, when he entered a planing mill, beginning at the foot of the ladder, mastering the trades of woodworking, carpentry, masonry, and architecture, thus gaining a thorough knowledge of the trades which he has since followed. In March, 1890, he entered the contracting business for himself, and seven years later entered a copartnership with William Summers.

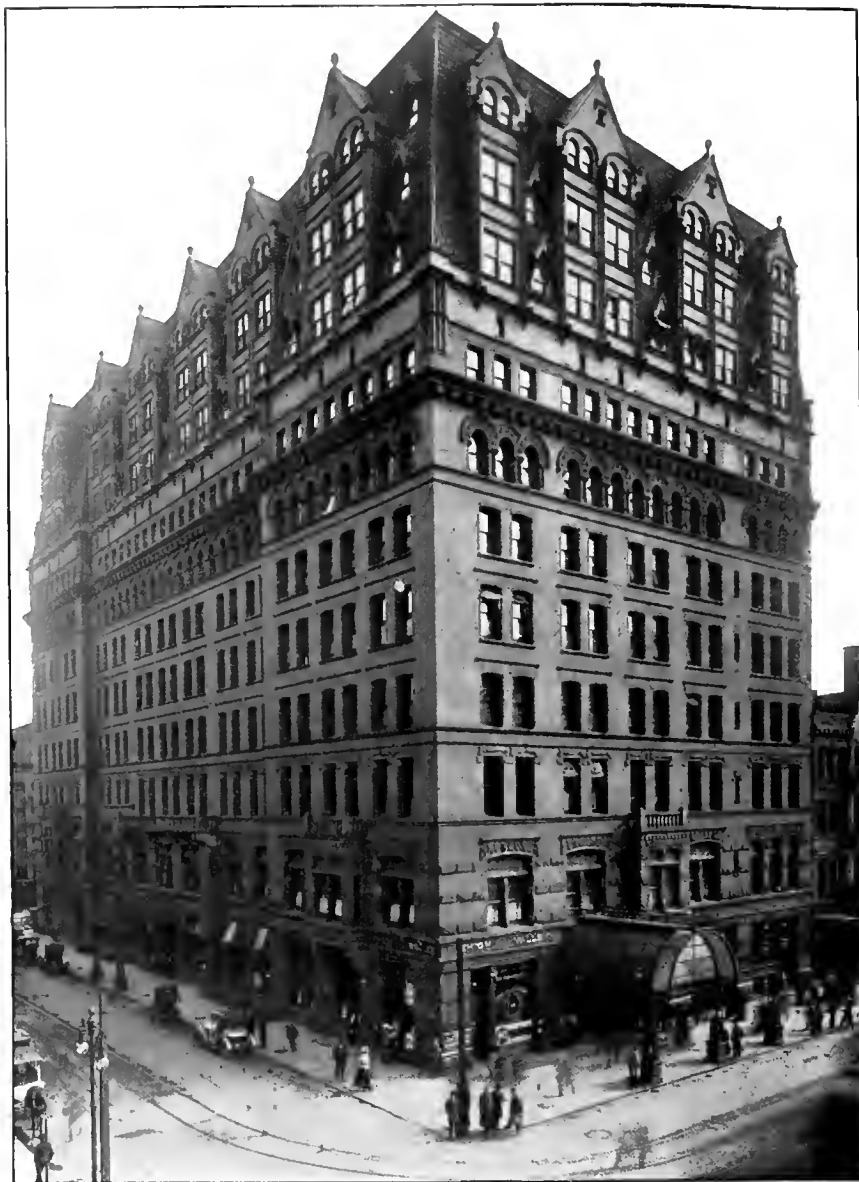
In politics Mr. Mosier has always taken an active interest, being affiliated with the Republican Party, and having served as delegate to several State conventions, and the Republican national convention in 1904. He has been a member of the Republican General Committee, representing for some time the old Fifth Ward as committeeman. He has also been a staunch champion of civil service reform, and during Mayor Jewett's administration was appointed a civil service commissioner. During the administration of Mayor Erastus C. Knight he was further honored by appointment to the Board of Park Commissioners, and afterwards reappointed for a term of five years, which term he is now serving. November 8th, 1884, he married Margaret Cullon, of this city. Mr. and Mrs. Mosier have one daughter, Ellen Mosier.

WILLIAM SUMMERS, the junior member of the firm, was born at Niagara on the Lake, New York, November 1st, 1852, the son of Thomas Summers, who had emigrated from Ireland two years previous. He received his education in the public schools of his native village, but went to work at an early age. In 1865 he came to Buffalo, and while employed in a butcher shop completed his education by attending night school. Ten years later he went into business for himself, and a few years afterward entered the contracting business, which he followed until the partnership with Mr. Mosier was formed.

Mr. Summers, like his partner, has always been prominent in politics, having been elected, in 1882, Alderman from the old Thirteenth Ward, afterwards the Fifth, and at the present time the Fourth Ward. From 1888 to 1894, inclusive, he served as Chairman of the Council. He was elected no less than eight times from the same ward on the Democratic ticket, and served on the Board of Aldermen with energy and ability, bringing about many needed improvements in that part of the city from which he came. He has served a number of terms on State and county committees, and has often been a delegate to State and national conventions.

Mr. Summers is married and has five sons—Joseph W., Robert J., Austin W., George J., and Eugene F. Summers.

HOTELS.



THE IROQUOIS HOTEL

The Iroquois Hotel, located at the corner of Main and Eagle streets, has long enjoyed the distinction of being not only the best high-class hotel in Buffalo, but in the foremost rank of hotels throughout the United States. Its

cuisine is unsurpassed, its convenience and accommodations for guests are distinctive, and the management numbers among its patrons the most exclusive and exacting people of the traveling world.

The Iroquois Hotel was first opened for business in this city, August 3d, 1889, though it was for the greater part rebuilt in 1901, to meet the new and greater demands of Pan-American year. It is now an imposing structure as nearly fireproof as it is possible to build, and has accommodations for six hundred guests. In its spacious restaurants five hundred people can be seated with ease at one time.

To those who have a love for the beautiful, and in whom the artistic temperament is well developed, a mere visit to the Iroquois furnishes much enjoyment. Only by a personal inspection can anyone gain an idea of the quiet elegance, luxurious comforts, and refinement of modern life which characterize this hotel.

Every convenience known to those engaged in the business of catering to the traveling public has been provided for its patrons. Each one of the guest rooms is splendidly and artistically furnished, equipped with telephone connections, both local and long distance. The rooms are well lighted with electricity, have hot and cold running water, and, in fact, nothing has been overlooked that will substantiate the claim that the Iroquois is in every sense of the word a high-class hotel.

It is distinctly metropolitan in its business methods and management. For the past few years it has been recognized by the traveling public and business men of large caliber, who have made a practice of holding business meetings, social gatherings, and conventions there.

It may also be said to have a distinctive part in the politics of the city, as it is here that

the politicians gather nightly and discuss their campaigns. In many more ways than one it has rendered valuable service to the city, and it has become as much a part of the city as the city's history.

The management of the hotel is in the hands of Messrs. Woolley and Gerrans, both of whom have had many years' experience in the hotel business, and to whom the credit of the standing of the Iroquois may justly be given. The hotel activities of the two gentlemen named are not confined exclusively to the Iroquois, but extend to the well-

particular. It is so delightfully situated that it is regarded as one of the principal attractions of Buffalo, and the rapid electric carriage service, operating continuously, exclusively for patrons, to wharves and depots and through the business district, makes it the most generally accessible and convenient hotel in Buffalo.



THE LENOX HOTEL.

known Marie Antoinette on Broadway, New York, and the Grand Union Hotel at Saratoga Springs, both of which they manage. The former is one of the most magnificent hotels of its kind in the country, and the latter is famed as one of the best summer resort hotels in the East. The Iroquois is conducted on the European plan.

The Lenox is really a strictly high-class hotel in every

The Lafayette Hotel, at the corner of Washington and Clinton streets, is one of the many satisfactory results of the Pan-American Exposition held in this city in 1901. It is, perhaps, one of the best fifteen hotels in the United States, and its elaborate construction was directed by Walter B. Duffly, a well-known Rochester capitalist. It was built at a cost of one million dollars, and opened for business on

June 1st, 1904. The personnel of its directorate since its inception has been, George W. Sweeney, of New York, president; Walter B. Duffy, Rochester, vice-president. C. R. Eldridge is now manager. All of the gentlemen are well known in the hotel world, particularly Mr. Sweeney, who is the proprietor of the Victoria and Marlborough hotels in New York, and is at present engaged in the construction of another immense hotel in Rochester.

The Lafayette is distinguished by its French Renaissance style of architecture. The exterior of the building shows a surface of vitreous red brick with semiglazed ivory-white terra cotta trimmings. The window balconies, porte-cochere, and entrances are finished in art wrought

iron. open on the three restaurants, called the Brown and Green, the Red and Gold, and the Crystal rooms. On the first floor, also, are to be found the kitchen and serving rooms, easily accessible, and the bar and grill room, both of which are furnished in the old Dutch style.

In the basement is located the machinery necessary for the operation of a big modern hotel. The elevators in the hotel are operated either by steam or electricity, the latter being used in the summer when no heat is desired. In the basement are located the billiard rooms, barber shops, and men's lavatories, all of which are distinctly modern in every respect and equipped with every possible convenience. In the hotel proper there are nearly three hundred guest

rooms, most of which have baths or showers attached. Each room is equipped with complete telephone service, which is designed for long-distance connections, and has hot and cold running water. Particular attention has been paid to the wants of commercial men, and many large sample rooms, well-equipped and perfectly lighted, are always available to the transient trade. Every room in the hotel is handsomely finished and entirely in keeping with the management's ideas of modern hotel equipment.

The upper floors are finished in oak. Little wood is used, however, in the decorations. The windows are of French plate glass with reversible sashes. The decorations, which have attracted much attention throughout the hotel world, are the work of Duryea & Potter, of New York City. Particularly rich and impressive are the decorations in the public rooms, which are finished in Louis



THE LAFAYETTE HOTEL

iron. The main entrance to the hotel opens into a grand lobby, seventy-two by eighty-five feet in size, with ten large plate glass windows overlooking Lafayette Park. The lobby is finished in red Numidian marble and Fonterre mahogany. In it are located the hotel office, the men's check rooms, telephone offices, cigar stands, and so forth. Handsome and comfortable lounges, davenport, and chairs are placed about.

The carriage entrance, on Washington Street, opens on the main lobby, also the ladies' reception room, adjacent to which are the cloak and toilet rooms. These rooms

the Fourteenth, Louis the Fifteenth, Marie Antoinette, and First Empire styles. The "Golden Suite" is one of the most lavish suites in any hotel in the United States.

The location of the hotel is desirable from every viewpoint, easily accessible to those who are in the city on purely business affairs, and very convenient for sight-seers. It is close to the shopping districts and railroad stations, facing beautiful Lafayette Square and the Soldiers' Monument. It is within two minutes' walking distance of the trolley cars for Niagara Falls, Oleott Beach, Lancaster, Lockport, Hamburg, and all other suburban points.

PUBLIC SERVICE.



POWER HOUSE

THE International Railway Company.—Buffalo has made remarkable strides within the past half century, and to this phenomenal growth is ascribed the development of the public facilities within the municipality. In a large measure the progress made by the street railway, now The International Railway Company, embracing all the lines within the city and the greatest combination of interurban service in the country, has been a potent factor in the expansion of the city. Today Buffalo has within its confines the greatest of all street railways, operating a system which is regarded by railway experts as a model service.

The trolley service in Buffalo has grown like the acorn developing into the mammoth oak. Naturally it was but a puny stripling at first; but with time, a thriving locality, and an enterprising and energetic corps of officers, its growth was apace with the times. The modernization of the railway in Buffalo, even with the electric power, has been the talk of the railway world; and today, Henry J. Pierce, the president of The International Railway Company, occupies a foremost position among the executives of public service corporations.

Less than fifty years ago Buffalo's railway service was not a comprehensive line. The demand for a big service

was not in existence. The Buffalo Railway Company, as it was then called, operated its cars in a few of the thoroughfares of the city, using the only power that was available at that time—the horse. Horse cars were modern means of conveyance back in the sixties, and with S. V. R. Watson as president, and C. W. Miller as the superintendent, The Buffalo Railway Company ran the horse cars in Main Street, from the foot of the street to Cold Spring, and in Niagara Street from Main to Amherst. These were among the first lines established in the city, and others followed. The development was slow, but gradually the horse-car lines were extended in a number of other streets. These streets included Genesee, Batavia (now Broadway), which was afterward abandoned but later replaced, Exchange Street, Ohio Street, and a few others. One of the notable lines was that running from Ohio Street to Michigan to Goodell to Main. This was afterward torn up, as there were ample facilities for handling the traffic in other directions. These same cars which were drawn through the streets by horses



THE OLD HORSE CAR

in the days gone by would be looked upon as curiosities in the present age. The cars were dimly lighted with oil lamps, and in winter there was no means for heating the cars except a bit of straw on the floor to warm the feet of the passengers.

Inventive genius soon asserted itself, and primitive methods of transportation were relegated to memory's pages. A period of reconstruction came. Buffalo had so far advanced that it had outgrown the horse cars, and a reconstruction followed. In 1891 horse cars were replaced by more modern methods and the Niagara Street line was electrified. It meant a reconstruction of the line. New rails were laid, and all the accessories of a first-class electric system were secured by the company. The long red vestibuled cars were operated and proved so successful that the electrification of other lines followed. In the same year Main Street cars were propelled by electricity, the territory covered being from the foot of Main Street to Scajaquada Creek.

The company later extended the Main Street service to the New York Central crossing and a short time afterward to the city line, giving an uninterrupted run from the dock

to the city limits. Two years later the trolleys were placed in Broadway from Main Street to the city line, and other streets were given similar service as soon as the construction could be begun. In less than five years Buffalo had a trolley system that seemed to meet the demands of the people, but it was seen that the equipment would not stand the heavy traffic and it was necessary to rebuild the line. This work was begun in 1896, and it was continued until heavier rails, more modern cars, and up-to-date machinery were installed. Part of this work was done by The Crosstown Street Railway Company, which was organized in 1884. Later, The Buffalo Traction Company entered the field of competition, but it was absorbed by the larger company. At this time practically all the prominent streets were occupied by the tracks of the company, and it was possible to reach almost every point within the city in a comparatively short time.

Buffalo was also served with facilities for reaching the suburban places and the cities of Lockport and Niagara Falls. In 1902 a merger was effected whereby all the existing lines were entered in the one company, which was called The International Railway Company. It took in sixteen different lines, including the Niagara Falls, the Lockport, the Lancaster, the Kenmore and Tonawandas, and other companies. In all these years there were but three presidents at the head of the trolley system—S. V. R. Watson, Henry M. Watson, and W. Caryl Ely.

Henry J. Pierce assumed the office of president on March 4th, 1905, and since he has been at the head of the company it has forged to the front rapidly. By his indomitable spirit, his indefatigable efforts, his unfailing enterprise, and constant study of transportation problems, he has given Buffalo a service of which the city is proud and which is taken as a model by other cities. Mr. Pierce has proved himself a general by his business methods, for he is a man who does things. He is constantly on the alert for the improvement of the service, and through his administration there is the word "progress" marked on every act and deed. More than this, Mr. Pierce's attitude toward the city in every way has been one of fairness and liberality not exhibited by many corporations.

During the last few years there has been considerable work done. It may be truthfully said that the system has been practically rebuilt. New equipment has been introduced, including handsome cars of the modern type. The latest manufacture of rails are being laid as the old ones give out, and everything possible for the safety and comfort of the people is looked after by Mr. Pierce. He has surrounded himself with a most efficient corps of officers, and it may be said that the faultless manner in which the policy of the business president is carried into effect is responsible for the high standard of service. Notable among the officers is Thomas W. Wilson, general manager. Mr. Wilson had his early training as an engineer, and he is therefore a practical railroad man. Success has also crowned his efforts, and he has many achievements to his credit.

The International Railway Company today, therefore, is a system which ramifies to all points in Buffalo, extends to all suburban points contiguous to the city, and enters the cities near by. The interurban service is regarded as the greatest in the country, if not in the world. No other company operates in so extensive a field with the uninterrupted successes of The International Railway Company, when it is taken into consideration the vast number of people carried in its cars every year.

The equipment of the company consists of three hundred and sixty-five miles of track, two hundred and ten miles of which is in the city and one hundred and fifty-four miles interurban; twelve hundred and fifty cars; ten enormous car houses, some of which are in Niagara Falls, Lockport, and in Canada; one generating station, or reserve steam plant; eight transformers; and numerous accessories.

The nature of the advancement can be judged from the fact that after horse cars were abandoned rails forty pounds to the yard were laid. Now the rails weigh one hundred

farms, the telephone is to be found, and reaches practically everywhere.

At the end of 1906 the Bell system served more than three million stations to be found in every State and Territory in the Union, reached by over seven million four hundred thousand miles of wire and furnishing channels for more than seventeen million conversations each day. This would mean, could the conversations be so distributed, that about one half of the entire population of the United States—men, women, and children—would either make or answer a call on the Bell system every day in the year.

The western New York representative of this great national system is The Bell Telephone Company of Buffalo, organized in 1879, owned largely by Buffalo capital, and operating through the counties of Erie, Genesee, Niagara, Orleans, Monroe, Wyoming, and Livingston, with headquarters in this city. Within this territory can be found about sixty thousand Bell telephone stations, of which about twenty-three thousand are in this city and the others in the remaining fifty-five exchanges owned and operated by the company within those confines. To reach its present subscribers, and to take care of its rapid increase, no less than one hundred and seventeen thousand miles of wire, in addition to that of its toll plants, are to be found in the company's exchange systems, over ninety thousand miles of which are in cables, eighteen thousand being added during the year 1906.

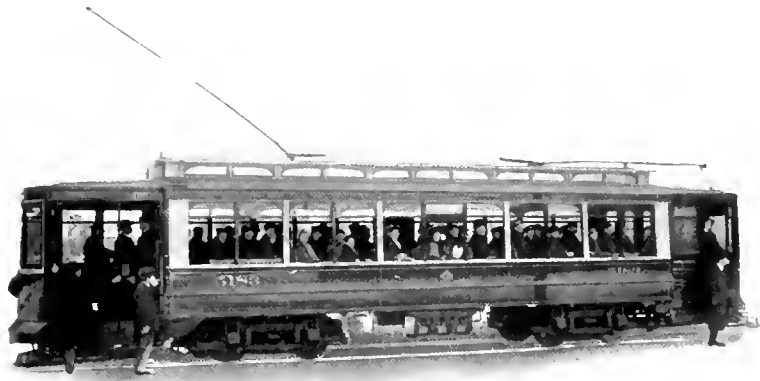
To connect all these exchanges The Bell Telephone Company of Buffalo has created a toll line plant, recently greatly enlarged, and containing over fourteen thousand miles of copper wire. For the size of the territory served it is conceded to be one of the largest and most complete in the world.

Besides its own toll line system the Buffalo company also enjoys, through its association with the national system, the privilege of connections with all the long-distance lines in this country and Canada.

The offices and central station of the company were at first located at the corner of Main and North Division streets. In 1885 a removal was made to the present central station on West Seneca Street, at the corner of Pearl. The company was organized and incorporated under the laws of New York State with a moderate capital. In 1900 the authorized capital was made ten million dollars, of which eight million dollars has been issued.

Since the formation of the company in 1879 its president has been Mr. Henry M. Watson. During the entire period of his service he has devoted that same constant energy, attention, and capacity to the financial and executive affairs of the Bell company that characterized his service for many years as head of the Buffalo Street Railway interests—now a part of The International Railway Company's system—in which company Mr. Watson still remains a director.

The first general manager of The Bell Telephone Company was Mr. Edward J. Hall, to whom is due the credit for the introduction of the telephone into Buffalo and western New York, and who laid the foundations for the young



THE NEW TROLLEY CAR

and forty pounds to the yard. They are firmly supported by steel ties and are imbedded in a base of concrete, joints are welded, and there is no vibration in the cars running over the improved roadbed. Thus it can be seen that Buffalo has a trolley system which commands the attention of the world and it is rapidly approaching the point of perfection in transportation facilities.

The Bell Telephone Company.—In the year 1876, at the Centennial Exposition in Philadelphia, Professor Alexander Graham Bell first exhibited his electric speaking telephone. Its wonderful reproduction of human speech at once stamped it as a scientific marvel, and as such it has remained to the present day. During the thirty-one years that have intervened—less than a generation—it has grown into one of the greatest and most widely used and distributed agencies and contributors to our social and commercial activities that can be named. At the office, in the home, in the hotel, on trains and ocean steamships, in the mines and on the

company on which it has continued to develop and expand so successfully. In 1887 Mr. Hall left Buffalo to become, and has since that time remained, the first vice-president and general manager of The American Telephone and Telegraph Company, now the national organization before referred to in this sketch.

The other executive heads of The Bell Telephone Company of Buffalo are: T. T. Ramsdell, vice-president;

Colonel Henry M. Watson, for more than a quarter of a century president of The Bell Telephone Company of Buffalo, and familiarly known as the "father of Buffalo's street railway system," has probably been more closely identified with the city's rise and development than any other single person. After long and valuable service in building up the street carrying system, he was one of a coterie of men who saw the possibilities of the telephone in business



THE BELL TELEPHONE COMPANY

J. S. Baecher, secretary and treasurer; A. P. Roberts, auditor. The directors are H. M. Watson, T. T. Ramsdell, T. N. Vail, E. J. Hall, L. L. Babcock, J. P. Bradfield, B. E. Chase, E. M. Hager, C. M. Helmer, C. O. Howard, Porter Norton, S. S. Spaulding, George Weldon, C. H. Wilson, and J. S. Baecher.

life and introduced the then innovation in Buffalo, the beginning of the excellent service that Buffalo now enjoys.

Colonel Watson was born in Unadilla, Otsego County, New York. His father was a noted educator, whose name was closely associated with the State's early strides toward mental advancement. The elder Watson was also known

in public life, and served as a member of the State Legislature in 1839.

In 1857 Colonel Watson went to Albany, where for many years he was engaged in the banking business, turning his attention from that in 1865 to the railroad business, and was the first general passenger agent of the Albany & Susquehanna Railroad, now a part of the Delaware & Hudson system. This association he discontinued in 1867, and in 1868 removed to Buffalo, being elected, that same year, secretary and treasurer of The Buffalo Street Railroad Company. In 1871 he was chosen secretary and treasurer of The Buffalo East Side Railway Company, and upon the death of Stephen Van Rensselaer Watson in 1881 Colonel Watson was elected president of The Buffalo Street Railroad Company.



COLONEL HENRY M. WATSON

In November, 1890, the Buffalo Street Railroad, the Buffalo East Side Railway, and the Buffalo West Side Railway were merged into The Buffalo Railway Company, and Colonel Watson was elected president of the united lines, continuing in that office for the following ten years. During his tenure of office many of the plans were laid and improvements projected that, being carried out since, have resulted in Buffalo's splendid system. When he first became president of the company the Buffalo Street Railroad system used three hundred horses in its operation. At the time when electricity was substituted for horse power, two years after Colonel Watson's induction into office, the business had grown until eighteen hundred horses were being used.

In 1882 Colonel Watson took an active part in the organization of The American Street Railroad Association, an institution including the street carrying interests of the

United States and Canada, which has since proved to be a powerful factor in transportation affairs. In 1885 he was elected president of the Street Railway Association of New York State, and in 1890, when the American Street Railway Association held its convention in Buffalo, Colonel Watson was signally honored by being chosen its president.

Colonel Watson turned his attention in 1879, for the moment, to the telephone, which at the time was considered with views askance and as an almost incredible and impossible invention. He was elected president of The Bell Telephone Company of Buffalo in that year, an office he has filled with much credit. He has seen his project grow into a great system, with thousands of miles of wire reaching out to every home within his territory, no matter how remote.

He has always been prominently identified with the military affairs of the State, and the present high state of efficiency in the State soldiery is largely due to his early efforts. In 1861, when living in Albany, he was one of the organizers of Company A, Tenth Regiment, National Guard, and afterwards gave ten years of service to his State. In 1865 he was promoted to second lieutenant, and is still an honorary member of that company. In January, 1880, he was appointed aide-de-camp, with the rank of colonel, on the staff of Governor Alonzo B. Cornell and served throughout that administration. He was also an aide-de-camp at the funerals of Presidents Lincoln and Garfield, and attended, by invitation, the funeral of President McKinley.

Colonel Watson is a trustee and second vice-president of the Erie County Savings Bank, has been vice-president of The Fidelity Loan and Trust Company, and is now one of its directors and a member of its executive committee; is also director of the Manufacturers' and Traders' National Bank and vice-president of the Buffalo General Hospital. He is a director in The International Railway Company; a member of the Buffalo, Saturn, and Country clubs of this city, the Fort Orange Club of Albany, and the Genesee Valley Club of Rochester; a life member of the Buffalo Public Library, a member of the Buffalo Historical Society, and a vestryman of Trinity Church.

Thomas T. Ramsdell, whose name is associated with many of Buffalo's greatest business enterprises, is a native of Buffalo, having been born here March 15th, 1854. He received his general training in the public schools of the city, and his technical education in Professor Briggs's Classical School, from which he graduated in 1871.

Two years later Mr. Ramsdell entered business life as a clerk in the wholesale boot and shoe house of O. P. Ramsdell & Company, a business house of much prominence established by Mr. Ramsdell's father in 1837. At the time the business was being conducted by his father, Orrin P. Ramsdell, and William H. Walker. In 1877 Mr. Walker retired from active business, and the subject of this sketch, with his brother, Albert N. Ramsdell, was taken into partnership. Albert N. Ramsdell died the following year, and in 1879 W. C., G. W., and S. M. Sweet were admitted to the firm, the firm name becoming O. P. Ramsdell, Sweet &



THOMAS T. RAMSDELL

Company. At the death of his father Mr. Ramsdell became the senior member of the firm.

This firm continued until 1903, when Mr. Ramsdell retired and became vice-president and general manager of The Bell Telephone Company of Buffalo, which offices he continues to hold at this writing.

He is president of the Buffalo Public Library, trustee of the Buffalo General Hospital, trustee of Westminster Church, trustee of the Erie County Savings Bank, director in The Ellicott Square Company, director of The Bell Telephone Company, member of the Chamber of Commerce, life member of the Buffalo Fine Arts Academy, member of the Buffalo Historical Society and the Society of Natural Sciences, member of the Buffalo, Saturn, and Ellicott clubs of Buffalo, the Genesee Valley Hunt Club, and the Whist Club of Rochester.

Mr. Ramsdell married Louise Miller, of Sterling, Illinois, November 10th, 1881.

The Frontier Telephone Company was incorporated under the laws of New York State in 1901 and was created to fill a long-felt want in the local field of public utilities. Since

then it has been no inconsiderable factor in Buffalo's industrial development. Immediately following its incorporation the company began the construction of its lines and several offices, including its main office and central plant at 332 Ellicott Street. In March, 1903, after a most phenomenal construction record, the company first extended its service to the citizens of Buffalo.

At once the favorable results of competition became manifest, and Buffalo's telephone service became a model for the country. Through the company's excellent service and thoroughly businesslike methods it speedily gained the confidence and good will of telephone users, so much so that the city rewarded it with a generous patronage which at this writing has grown to sixteen thousand subscribers. This number is three times the total served by the Bell company, the competing corporation, at the time the Frontier franchise was granted.

Though a corporation of but a few years' growth, the Frontier company has established an excellent long-distance service. Its connections include The Inter-Ocean Telegraph and Telephone Company, through which connection the local company secures an admirable service with all the smaller corporations in western New York, Ohio, and Pennsylvania. This service is complete in every respect and entirely justifies the constantly increasing long-distance business the company enjoys.



THE FRONTIER TELEPHONE COMPANY

The offices and central station, which have been the company's home since its incorporation, are perfectly appointed. The building is a three-story structure, entirely fireproof, and designed and built expressly for the purpose to which it has been put. Of itself it constitutes a remarkable exposition of telephonic perfection, containing as it does all the new ideas and departures in the field of word transmission.

A distinguishing feature in which the company in particular, and the public in general, take much pride is the one great central switchboard through which all the local and long-distance connections are operated. This is acknowledged to be the finest system of telephonic interchange. Following its unprecedented success as used by the Frontier company, it is being generally adopted by other telephone corporations throughout the United States and the old world, as a great time and labor saver and the most perfect and dependable system.

ford, Burt G. Hubbell, Clark L. Ingham, Andrew Langdon, Thomas B. Lockwood, H. H. Littell, Elgood C. Lufkin, Carl Machemer, Henry H. Persons, George A. Plimpton.

The Buffalo Gas Company.—What has come to be regarded as an essential necessity of modern cities is a steady and reliable supply of manufactured gas. Buffalo is fortunate in being well equipped in this respect, and The Buffalo Gas Company, which now controls the entire manufactured gas industry of the city, is the source of this supply. This company is one of the largest concerns of its nature in the country today, and has been prominently identified with the growth and development of the city of Buffalo.

The Buffalo Gas Company is the outgrowth of several gas companies which were founded in Buffalo many years ago. The first company organized for the purpose of supplying gas to the city was The Buffalo Gaslight Company, established in February, 1848, and in which Samuel F. Pratt,



THE BUFFALO GAS COMPANY

Another feature of the Frontier company's service that is generally appreciated by the citizens of Buffalo is the corporation's willingness to install their lines underground, by the conduit method. At the time of the company's inception overhead wires had become a problem to Buffalo, and the constantly increasing overhead network became a serious menace. Most of the new Frontier lines were, however, installed in conduits, and it is probable that henceforth all lines will be thus buried.

Closely associated with The Frontier Telephone Company is The Century Telephone Construction Company. It is a distinct and separate concern, and is engaged in the manufacture of telephone apparatus of all descriptions. The telephones and switchboards used by the Frontier are all manufactured here at home by the Century company, which concern also carries on an extensive business throughout the country, their products going everywhere where telephones are used.

The official personnel of the Frontier company at present is: president, Burt G. Hubbell; first vice-president, Henry H. Persons; second vice-president, E. C. Lufkin; treasurer, Raymond Bissell; secretary and general manager, G. Barrett Rich, Junior.

The directors are William H. Andrews, Walter P. Cooke, Robert W. Chapin, Charles W. Goodyear, Robert R. Hef-

one of the pioneer business men of Buffalo, was largely interested. In 1870 the Common Council granted the right to lay pipes in the streets of the city to two other gas companies, The Buffalo Mutual Gas Light Company and The Buffalo Oxygen and Hydrogen Gas Light Company. The former company commenced the laying of pipes in the following year, 1871, but the latter company was unfortunate in its start. In 1873 the mortgage on its property was foreclosed, and during the next year it was acquired by The Citizens' Gas Company, which concern then followed the plans laid out by the company it succeeded.

In 1897 The Buffalo City Gas Company was organized, taking up the stock of The Citizens' Gas Company. In July, 1899, The Buffalo Gas Light Company, The Buffalo City Gas Company, and The Buffalo Mutual Gas Light Company were all merged under the name of The Buffalo Gas Company, which organization then succeeded to all the rights, privileges, and franchises of all the companies engaged in the coal gas business in this city hitherto. Two years afterwards The Buffalo Gas Company acquired a large majority of the stock and bonds of The People's Gas Light and Coke Company.

The directors of The Buffalo Gas Company, including some of the best-known business men in the country, are Alexander C. Humphreys, New York; Robert L.

Fryer, Buffalo; William W. Randolph, East Orange, New Jersey; Robert C. Pruyn, Albany, New York; Henry Seligman, Stephen Peabody, and Emile Guillauden, New York; Howard L. Clark, Providence, Rhode Island; and Franklin D. Locke, Louis L. Babcock, and William S. Riselay, of this city. The officers of the company are: president, Alexander C. Humphreys; vice-president, Robert L. Fryer; general counsel, Franklin D. Locke; secretary and treasurer, William S. Riselay.

The Buffalo Gas Company was incorporated under the laws of New York State, with a capital stock of seven million dollars common stock and two million dollars preferred stock. No dividends have been earned or paid on this stock since incorporation. The funded indebtedness of the company is five million nine hundred thousand dollars five-per-cent fifty-year gold bonds.

The main offices are located at 186 and 188 Main Street. The company maintains three hundred and eighty-five miles of gas mains, covering the entire residential section of the city of Buffalo, and one of the first improvements installed in any new street is the product of The Buffalo Gas Company. Free meters and their service are supplied to their customers. Ten large gasometers for the storage of gas are maintained at different parts of the city, as well as four gas works, and six distributing stations. There are at present eighteen thousand meters being used in the service of the company.

The Buffalo Natural Gas Fuel Company.—Buffalo is perfect in many of her most important appointments, to which is due, in no small measure, her remarkable growth and expansion of the past quarter of a century. Particularly is this true of her supply of natural gas, the most perfect and convenient fuel known. It is doubtful if there is a city in the Union so bounteously blessed in this respect, thanks to The Buffalo Natural Gas Fuel Company, whose officers have seemed to strangely foresee the city's development and made territorial acquisitions, years in advance, that in due time were to be drawn upon as the increase in needs of the city's population warranted.

In chronicling the history of the subject of this sketch it seems that a brief foreword, giving some information upon its product, is an absolute necessity. Natural gas is found peculiarly prepared by nature to serve the needs of man. It is prepared for immediate use and literally stored in immense reservoirs under such high pressure that, when it is tapped by the drill, it furnishes the power itself to transport its own body hundreds of miles through pipe lines to the consumer. No artificial gas compares with it, one cubic foot of it being sufficient, when utilized with the proper appliances, to evaporate a pint of water. It is instantly available for use, and by merely turning a valve it is ready for service. A similar operation is alone necessary when its service is completed. It is appropriate to record here that its first use was in Fredonia, New York, but a few miles from Buffalo, where sufficient was piped from a near-by well to illuminate the village upon the occasion of the visit of General Lafayette.

In the development of Buffalo, and the creation of all that makes the city attractive and desirable as a residence city, The Buffalo Natural Gas Fuel Company has had an important part. Its early history is fraught with many hardships, disappointments, and discouragements,—vicissitudes that were mastered and eventually overcome by such men as John D. Rockefeller and Daniel O'Day. The gas territory of Pennsylvania was first located and became a worthless asset, inasmuch as the most fanciful person could not conceive of the piping of the gas a sufficient distance to make it a marketable commodity. Yet Messrs. Rockefeller and O'Day were insistent that any practical project, such as the piping of gas or of oil, should not be affected by distance and went about their plans with little or no encouragement. For the first brief period it seemed likely that the calamitous prognostications might be painfully realized. But gradually it became plain that those two master minds had seen clearly and that the project was entirely feasible. Both gentlemen lived to see their theories vindicated entirely, not alone in the case of Buffalo and her supply, but throughout the civilized world, where pipe lines of hundreds of miles in length are now common.

The source of Buffalo's gas supply is principally in the McKean County, Pennsylvania, fields, where seven hundred wells are constantly drawn upon and their product transported one hundred miles through three pipe lines to our very kitchens. This field is under control of The United Natural Gas Company. Another important source of supply in the past few years has been from the wells of The Provincial Natural Gas Company, controlling the field in the province of Ontario, where they have one hundred and fifty wells producing. A limited supply is also obtained here in Erie County, at West Seneca and Lancaster, where about forty wells contribute their tithe to the great volume of gas necessary to meet the city's demands.

Some idea of the extent of the company's local business is gained when it is known that it serves thirty-eight thousand customers with the desired pressure daily, and has been so doing for upwards of twenty-one years. At the time of this writing there are on file many applications from people who live on streets that have not been piped by the company. Quite naturally a denial of this convenient commodity to these people would be followed by more or less criticism. The company has always met these criticisms with the entirely reasonable explanation that the supply of gas is limited and that it hesitates to lay more lines without the assurance of an increase at the supply sources.

The company's thorough methods and extensive business necessitates one of the largest clerical forces in the city, located in the company's offices in the Coal and Iron Exchange. A small army of men is also required in caring for its hundreds of sublines that are to be found throughout the city. It pays out an aggregate sum in wages every year that compares with some of the city's largest industrial institutions.

The present officers of The Buffalo Natural Gas Fuel Company are: president, Walter Jennings; vice-president, W. W. Richardson; secretary and treasurer, William M. Cusack; superintendent, John H. Walsh.

DEPARTMENT STORES.

FLINT & KENT—Upwards of fifty years ago, when Buffalo's business activities centered in the vicinity of the Terrace, the firm of Howard, Whitecomb & Company was foremost in the dry goods business of the city. From that humble beginning has sprung the business house of Flint & Kent, in which all Buffalonians take pardonable pride. In 1856 the firm, crowded by its constantly increasing business, was forced to secure new and more commodious quarters at 207 Main Street. An extract from an advertisement printed at the time has some interest for those who peruse this sketch. It reads as follows:



ELBERT B. MANN

"Howard, Whitecomb & Company have removed to their new and commodious store at 207 Main Street and 216 Washington Street (the block below Sage & Son's Music Store, in the building formerly occupied by Parmalee & Hadley)."

The firm at that time was composed of Ethan H. Howard, Joshua M. Whitecomb, William B. Flint, and Francis

M. Snow. Subsequently the interests of Messrs. Howard, Whitecomb, and Snow were acquired by Mr. Flint, H. M. Kent, and R. P. Stone, the former gentlemen retiring from the business and the latter group forming the new company. The new members of the firm came to this city from New England, where they had been engaged in the dry goods business in Boston and in Bangor, Maine.

The firm continued to occupy the premises at 207 Main Street until March 1st, 1880, a short time prior to which Messrs. Flint & Kent had acquired the interest of R. P. Stone, who retired. At this point the firm became known as Flint & Kent. The business has been conducted until the present day under that title, and although Mr. Flint died about 1885 his interest in the business has been continued by his heirs.

Between the years of 1885 and 1890, increasing growth necessitated their removal, the new home of the firm being at 261 and 263 Main Street. In December, 1894, Mr. E. B. Mann came to Buffalo to assist in the management of the business, and upon the death in 1894 of Mr. Kent, succeeded to its sole management.

Under the new management there was an entire reorganization of the establishment. The store was completely remodeled, and additions effected by opening into the adjoining buildings. The growth of the firm was entirely commensurate with the growth of the city, and in September, 1897, it was again found necessary to secure larger quarters. The building at 554 to 562 Main Street, between Huron and Chippewa streets, was erected especially for the purpose. This building has a frontage on Main Street of about one hundred feet and is handsomely constructed of terra cotta and steel throughout. It is absolutely fireproof and was elaborately fitted with every modern improvement and convenience.

Throughout the entire history of the firm of Flint & Kent it has been widely known for adhering strictly to a high standard, both as regards its stock and its dealings with the public. Up to the time of the tenure of the present management the business had been conducted along conservative lines, dealing only in the standard stock of merchandise classed as dry goods. With the reorganization of the business in 1894, while preserving its general characteristics and standards, modern progressive methods became evident, and its growth has been rapid and substantial, until its reputation has spread far beyond Buffalo and the State.

Particularly pleasing is the reputation the firm has for a liberal attitude toward its employees. A spirit is found among its helpers that could only have been prompted by considerate treatment and which results in long service and a perfect understanding, by its employees, of the firm's trade. Its business is by no means confined to Buffalo, but extends throughout New York State and the entire United States. As a matter of fact, the firm is known everywhere as catering to a large clientele in the classes known as middle and fine trade.

In merchandise, nothing is found to be too exclusive for this firm to handle, and dignity marks all its dealings.

Elbert B. Mann, under whose control this business is at the present time, was born in Rochester, New York. He was educated at Williams College and Yale University, subsequently receiving a thorough training in the dry goods business in Rochester, and coming to this city in 1894 to assist in the management of the Flint & Kent store. At the death of Mr. Kent, three years later, he was left in sole charge, and in that capacity has continued to the present time.

The Adam, Meldrum & Anderson Company.—Less than four decades ago, in a little store in the American



FLINT & KENT

Like other houses of its character, it has maintained a strong hold upon the trading public by the excellent and exclusive character of its merchandise. This insures a superior stock at all times.

Under the present management a resident representative has been located in New York, and during the past few years the firm has allied itself with a dozen or more of the world's greatest dry goods institutions, catering to their own particular class of business. This gives the firm of Flint & Kent increasing prestige both in the American and foreign markets, and insures to its customers the very best merchandise available.

Block, was laid the foundations of what is now the largest department store in the city and one of the most important of Buffalo's business enterprises. It was in 1867 that the firm of Adam, Meldrum & Whiting was organized, and the modest store, with its frontage of twenty-two feet and its depth of eighty-five feet was thrown open to the public. From the start it grew in public favor, and each year witnessed its speedy growth, until now it occupies the entire American Block, having a magnificent frontage of one hundred and thirty-five feet on Main Street, the handsome store running through to Pearl Street, where it has a frontage of more than two hundred feet. A few years ago the



THE ADAM, MELDRUM & ANDERSON COMPANY

rapidly growing wholesale business necessitated the erection of a fine eight-story structure, adjoining the retail department and connected with it, the frontage being on Pearl Street.

The original firm of Adam, Meldrum & Whiting continued for several years, and then, by the retirement of Mr. Whiting, was changed to Adam & Meldrum. In 1876 Mr. William Anderson was admitted to partnership and the name became Adam, Meldrum & Anderson. In 1892 Mr. Anderson died and the present company was incorporated under the name of Adam, Meldrum & Anderson Company.

The growth of this business is typical of the development of Buffalo and is an exemplification of the value of honest and fair dealing. Each year marks an increase in business mounting far into the hundreds of thousands of dollars. Its resources and facilities are constantly increasing, and new departments are constantly being added.

The rapidly growing business necessitated closer connections with the great manufacturers of the world, and a number of years ago the firm established foreign offices in the leading commercial centers of Europe.

Buffalo has many industries potential in the promotion of her prosperity and contributors to her wealth, but none that in importance exceeds this sterling house.

Robert Borthwick Adam.—The late Robert Borthwick Adam was a citizen of the finest type. For more



ROBERT BORTHWICK ADAM

than a third of a century he was prominent in the business, social, and religious development of Buffalo. He was an earnest advocate and promoter of every enterprise which

had for its aim the social, intellectual, or moral welfare of his fellow men.

He was born in Peebles, Scotland, in 1833, and left school at the age of ten years to go to work in Edinburgh. In 1855 he married Grace Harriet Michie, and two years later left Scotland for Boston. He was employed in Boston for ten years. In 1867 he came to Buffalo and formed the partnership now known as The Adam, Meldrum & Anderson Company. Upon its incorporation he became its president, which position he filled until his death in 1904.

He educated himself against great odds and attained a notable position in culture and learning.

His sagacity and sense of honesty brought him into great prominence in the commercial world, but, notwithstanding his active mercantile life, he devoted much of his time and ability to projects for the promotion of the welfare of the city. From its inception he was chairman of the Grade Crossings Commission, and to him is chiefly due the credit for the abolition of the grade crossings in the city. He was an active member of the Chamber of Commerce and business organizations. The influential position of the Young Men's Christian Association of Buffalo is also due, in a large measure, to him.

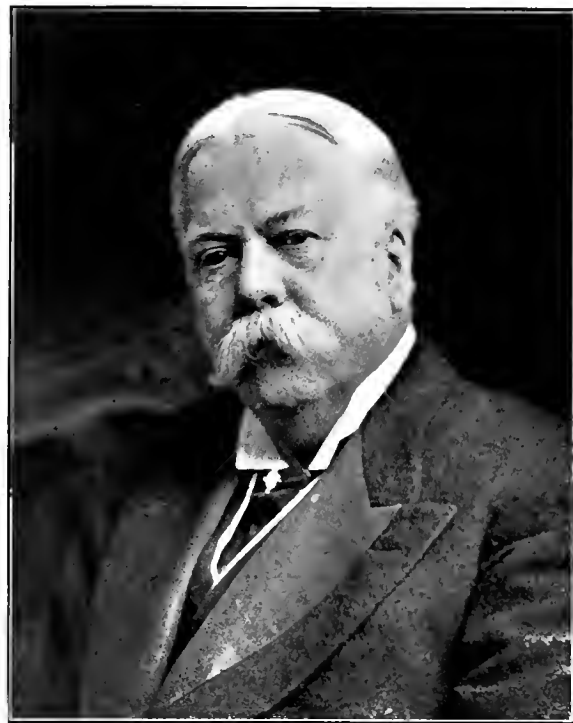


ROBERT B. ADAM

Robert B. Adam, president and treasurer of The Adam, Meldrum & Anderson Company, is one of Buffalo's youngest and most prominent business men. He was born in Loughborough, England, July 7th, 1863. He was graduated from the Buffalo Central High School, and, at an early age, entered The Adam, Meldrum & Anderson Company, filling many important positions until the death of the late Robert Borthwick Adam, when he was made president

and treasurer of the company. He is also president of the Retail Merchants' Association of Buffalo; president of The International Glass Company, of Buffalo, and of The Centemeri Glove Company; of New York City.

Mr. Adam is also president of the Buffalo Civil Service Commission and a member of the Buffalo Club and the Country Club.



THOMAS M. GIBSON

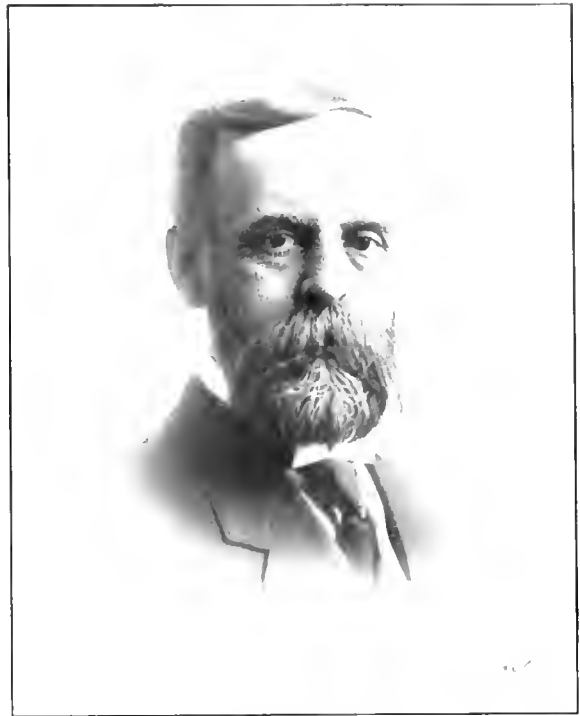
Thomas M. Gibson, vice-president of The Adam, Meldrum & Anderson Company, is a type of the Scottish-Americans who are so active in commercial life. He was born in Kilmarnock—a land immortalized by Scotland's renowned bard, Robert Burns.

He served his apprenticeship as a draper, and came to Buffalo in 1869 and entered the employ of Adam, Meldrum & Whiting as a clerk. He rapidly rose to a position of responsibility, and on the incorporation of the company he was made a director. On the death of the late R. B. Adam, Mr. Gibson was made vice-president of the company. Mr. Gibson has always been identified with movements for the public good, is active in charities, is warden of Saint Mary's Church on the Hill, and is a prominent club member.

The William Hengerer Company is the oldest of the big department stores of Buffalo. In 1904 the business was removed from lower Main Street to the magnificent new building on the site of the old Tift House, "in the heart of Buffalo." The structure was planned for the purpose, and is the finest equipped as well as the largest department store in the city. In 1905 the Hengerer interests were sold, and the store since that time has been operated in connection with James McCreery & Company, of New York.

M. L. Wilkinson. Out of Indiana comes the kind of men who accomplish things. The phenomenal growth of The William Hengerer Company, during the past three years is due to the business acumen and tireless energy of the president and general manager of the company, Melville L. Wilkinson. Mr. Wilkinson was born in Indiana in 1865. Early in life he became identified with The Kaiseley Dry Goods Company, of Butler, Indiana, where he laid the foundations of a thorough experience in mercantile life. So well were these foundations laid that broader fields were opened and Mr. Wilkinson came to Cleveland in 1898, two years later becoming interested in the firm of William Taylor, Soas & Company as director and general manager of the retail department. Through his work here he became well known throughout the country as a successful department store manager. He was invited to become the head of The William Hengerer Company, accepted, and began his work here in January, 1906. Mr. Wilkinson is a man of character and force and a welcome addition to the business men of Buffalo.

Edward L. Hengerer was born in Buffalo in 1875, and in November, 1893, began his work with the firm of which his father was the active head. The concern was then



M. L. WILKINSON



THE WILLIAM HENGERER COMPANY

The Barnes-Hengerer Company. Mr. Hengerer held an important position in the wholesale department until 1903,

when he became identified with the retail end of the business, as a director and treasurer of the company. Mr.



EDWARD L. HENGERER

Hengerer has had a thorough training in the dry goods business in this city, which enables him to meet successfully the demands of a great modern institution like The William Hengerer Company.

J. N. Adam & Company, one of Buffalo's oldest and largest department stores, opened for business on Thursday the twentieth day of October, 1881. They first occupied the ground floor and basement of the old White Building, and it was there that the foundations were laid for the magnificent business which they now possess. At first they had one horse and one delivery wagon, while now there are thirty delivery wagons and sleighs. In the first year the total of employees was seventy-five, today the force is ten-fold that number. From the very beginning, the business grew, and in 1889 the volume of business was so great that it necessitated an enlargement of quarters. Number 24 Erie Street, the old office of Jewett M. Richmond, was added to the White Building store. Still more business demanded still more room, and the premises at number 92 Pearl Street were taken for a storehouse. Steadily the business grew until the old quarters were too small. In 1892 it was decided to move uptown, and what is now the center store of J. N. Adam & Company, numbers 387 and 389 Main Street, was occupied. This was the beginning of what was



J. N. ADAM & COMPANY

later known as the uptown movement. A year after J. N. Adam & Company moved into their new store, the increase of the business compelled them to expand, and they absorbed the John Hamilton building, now their south store. The great enlargement was insufficient for their ever increasing business, and in 1896 they occupied what is now the north store, this giving them three large buildings as their Main Street front, numbers 383 to 393, and running through to Washington Street. The vast patronage this store enjoys has been built up by fair and honest dealing with the people, and the result is easily seen. Their business has grown, not spasmodically or erratically, but steadily, surely, splendidly. J. N. Adam & Company have not only kept pace with the city's growth; they have always been among the leaders in its advancement and betterment. The integrity and honor of this great store is a guarantee of the excellence of everything offered for sale in their many departments.

John F. Jones vice-president and manager of J. N. Adam & Company, was born at Rome, New York, February



JOHN F. JONES

6th, 1859. He came to Buffalo in 1876 and began the dry goods business with the firm of Barnes, Bancroft & Company. He was with this firm for five years, leaving them to go with J. N. Adam & Company when they began business in Buffalo in 1881. He received an interest in this firm in 1893, and was elected a director in the new corporation of J. N. Adam & Company when the firm was reorganized in 1903. He was elected vice-president and manager of this company in 1906, which office he still holds.

Edwin S. Wheeler, secretary and treasurer of J. N. Adam & Company, was born in Louisville, Kentucky, on June 23d, 1881, and received his education in the public

and high schools there. His business career was begun with the Clatlin interests in Louisville and after a short



EDWIN S. WHEELER

service he was elected to the office of secretary in The Stewart Dry Goods Company, also to that of assistant treasurer in J. Bacon & Sons Company. These positions were held until September 1st, 1905, when Mr. Wheeler was transferred to the J. N. Adam store in Buffalo.



JOHN L. SWEENEY

The Sweeney Company opened for business in a mammoth perfectly equipped new store on September 28th,

in 1904. Never did a mercantile venture start under more favorable omens. The vast crowds of the opening week, who came to wonder and admire, found much that pleased them in Buffalo's newest big store.

Each year the business has steadily increased, and many thousands have been added to the clientele of the establishment, until a considerable proportion of the residents of Buffalo and the surrounding territory look to the Sweeney store to supply every want for the home and table.

This metropolitan departmental establishment comprises seventy-five splendidly stocked departments. The lines of merchandise include complete popular-priced selections and higher-priced goods as well. It is a foundation principle of the store to stand back of every sale with the positive guarantee of perfect satisfaction or money back.

The president of the company, Mr. John F. Sweeney, who has just entered into his fifties, was born in Ireland. He came to America when a very young man after serving his apprenticeship in the draper's trade in the country of his birth. Mr. Sweeney entered the employ of Colander, MacAuslan & Troupe, of Providence, Rhode Island, one of the old Scotch syndicate dry goods houses, and, beginning as a salesman, rapidly rose through successive promotions to the position of buyership.

Mr. Sweeney's first venture in business for himself was in Lockport, New York, where he founded the firm of Walsh, Sweeney & Hoffman, which establishment met with pronounced success, and in a little over a decade was counted one of the leading dry goods stores of the county.

Not content with the limitations of a small city, Mr. Sweeney moved to Buffalo, and together with Mr. Herbert A. Meldrum and one of his former partners in Lockport, F. M. Hoffman, established The H. A. Meldrum Company, of which he has been president since its inception.

Associated with Mr. Sweeney, who is the president, in The Sweeney Company are the following officers: vice-president, William Hamlin; treasurer, Herbert A. Meldrum. The active management of the business is in the hands of Donald Mackay, who is secretary and general manager.

Carl C. Machemer is a fine example of the younger type of energetic business men to whom the great city of Buffalo is trusting her industrial and mercantile future. He

was born in this city, the son of the late Conrad Machemer, whose name was a synonym for honesty and fair business dealing throughout his long business life. He received his early education in Buffalo's schools, and after graduation entered into the dry goods business with his father, who was then conducting, on William Street, one of the largest mercantile houses on the East Side. At the death of his father, several years ago, the subject of this sketch came into the sole control of the establishment, and has



THE SWEENEY COMPANY

since conducted it with signal success, enlarging it until it has become one of the city's best-known and most complete department stores. The store is located at 244 to 245 William Street.

Mr. Machemer early displayed a liking for military associations, and enlisted as a private in the Seventy-fourth Regiment, N. G. N. Y., soon afterwards being made sergeant. On June 18th, 1901, he was elected first lieutenant of Company G. This post he retained until August 23d,



CARL C. MACHEMER

1905, when he received the post of regimental quartermaster with the rank of captain. In 1907 he resigned from the Seventy-fourth Regiment to become aide-de-camp on the staff of Brigadier-General Lauren W. Pettebone, commander of the Fourth Brigade.

He has been a lifelong Democrat, and, for a man of his years, has performed most commendable public service. His services to his party were recognized on January 4th, 1906, when Mayor Adam appointed him a Civil Service Commissioner. In the same year his party tendered him the nomination for City Treasurer, against Charles J. Fix on the Republican ticket. Although Mr. Machemer ran ahead of every representative on his ticket, he was defeated by Mr. Fix, who polled a most abnormal vote. March 14th 1907, when Mayor Adam announced his appointments, Mr. Machemer was appointed on the Union Station Commission, with Henry J. Pierce and William H. Gratwick.

During 1907 Mr. Machemer was elected to the presidency of the East Side Business Men's and Taxpayers' Association. He was also elected to the directorate of The Frontier Telephone Company, of this city. On June 1st, 1908, he was appointed Fire Commissioner for a term of six years.

He holds membership in many of the best clubs and enjoys the respect and esteem of a wide circle of friends.



THE H. A. MELDRUM COMPANY'S DEPARTMENT STORE, 460-470 MAIN STREET

REPRESENTATIVE MEN.

PAST AND PRESENT.

JACOB F. SCHOELLKOPF, than whom there has been no more important figure in Buffalo's business life, was born in Kirchheim unter Teck, Wurttemberg, Germany, on November 15th, 1819. He attended the schools of his native town and at the age of fourteen years was apprenticed to his father, to learn the tanner's trade, the trade that his grandfather had also pursued before him. Later the young Schoellkopf clerked in a mercantile house for two years. Gradually he was impressed with the opportunities offered in the New World and came to the West with the stream of emigration which was just beginning to set towards the United States.

In 1841, at the age of twenty-two years, he reached New York City, wholly without knowledge of the English language, yet thoroughly proficient in his trade, and without difficulty secured employment in a tannery. There he remained two years, spending his odd moments in the study of English, and then came to Buffalo, where he established a small leather store on Mohawk Street. During that same year he purchased a small tannery at White's Corners (now Hamburg). In 1846 his business venture had so prospered that he started a sheepskin tannery in this city, extending his enterprise two years later to Milwaukee, where he built a tannery and carried on that business under the name of G. Pfister & Company. Two years later he became interested in still a third tannery, the firm of C. T. Grey & Company in Chicago, in which firm he remained until 1856. In 1853 he further extended his business to a tannery at Fort Wayne, Indiana, and in the following year he instituted another at South Evans, New York. This latter manufactory he operated with remarkable success for twenty-two years.

In 1857 Mr. Schoellkopf made his first deviation from the tanning industry, establishing the North Buffalo Flour Mills, and soon became one of the largest millers in the State. In 1870 he bought the Frontier Mills of this city and later erected extensive flouring mills and a large brewery at Niagara Falls. It was there he made the first extensive use of Niagara Falls power, by means of a system of canals and tunnels emptying into the rapids of the lower river,

and was enabled, by the flow of water, to generate power for his large Niagara Falls manufactories. This power enterprise was under the control of The Niagara Falls Hydraulic Power & Manufacturing Company, of which Mr. Schoellkopf was president.



JACOB F. SCHOELLKOPF

One of the most important business connections of the later years of Mr. Schoellkopf's life was as senior partner of one of the largest sheepskin tanneries in the United States, located on Mississippi Street in this city. At the time of his death he was also senior partner of the well-known milling firm of Schoellkopf & Mathews.

The other business affiliations of the subject of this sketch were with the Buffalo, New York & Philadelphia

Railroad, as its vice-president; the Third National Bank of Buffalo, as vice-president; White's Bank, as director; and with the Merchants' Bank and German Bank of this city, as well as being on the directorate of other banks in Niagara Falls. He was a director, and, at one time, president, of the Citizens' Gas Company, and a trustee of the Buffalo General Hospital until his death.

Probably Mr. Schoellkopf's greatest service to the Niagara Frontier industrial field was his interest in and activity towards the development of the power possibilities of the Niagara Cataract. In 1877 he purchased the Hydraulic Canal of Niagara Falls, and The Niagara Falls Hydraulic Power and Manufacturing Company was subsequently formed. The extensive enlargements and improvements in the canal were made largely under his supervision, and, in fact, to him, more than to any other man, is due the credit for Niagara Falls' admirable power facilities. His activity in this direction continued almost up until the time of his death, September 15th, 1899.

In 1848 Mr. Schoellkopf married Miss Christina Duerr, also of German nativity. Mrs. Schoellkopf survived her husband about three years, passing away October 13th, 1902. Their children were Henry Schoellkopf, who died in 1880; Louis Schoellkopf, who died in 1901; Alfred, who died in 1901; Arthur, Jacob, F. C. P. Hugo, and Helen, all of whom survive.

Francis Hinsdale Root was one of a coterie of far-seeing business men of the old school who early saw the great possibilities of our city as a business center. The great industries we now have, the great power that has been coaxed from Niagara, the massive buildings that flank our business streets, are but the realization of the dreams of Mr. Root and his colleagues of that time. And our present industrial and commercial supremacy is largely due to the earnest, unselfish efforts made by these industrial pioneers, no small part of it due to Mr. Root's personal efforts.

Mr. Root was born at New Berlin, New York, May 30th, 1815, subsequently spending more than fifty years in active business life in this city. He was educated in the district schools in the village of his nativity and at Lodi, New York, and later studied for one term at the Springville Academy, Springville, New York. In January, 1835, he came to Buffalo, then a city of about eighteen thousand population. He secured a position with Isaac W. Skinner, a maker of plows and castings, in the capacity of clerk and bookkeeper. He was quick to acquire understanding of the business, for a year later he with two associates entered business for themselves, Mr. Skinner's establishment having been destroyed by fire. Then began an era of uninterrupted prosperity.

The personnel of the firm changed frequently, until, in 1843, Mr. Root entered into partnership with Sherman S. Jewett, for the manufacture of stoves. The firm remained in business for thirty-five years, business integrity and honest products bringing them great success. Their stoves were known throughout the country, and were among the first of the commodities to follow the emigrant trains

into the West, where they carried them toward developing the then little known country west of the Mississippi. In 1878 Mr. Root disposed of his interest in the company and engaged in the manufacture and sale of hemlock sole leather. Here again his business ability and careful methods served to build up a great industrial concern.



FRANCIS HINSDALE ROOT

In his early life Mr. Root became affiliated with the Swan Street Methodist Episcopal Church, an affiliation he continued throughout all his life, an ardent supporter of all the institutions of Methodism. He was appointed by the laymen's conference, held in Philadelphia in 1852, a representative to the general conference held in Boston in the same year. He was a member of the committee appointed to arrange for the centennial celebration of the Methodist Church in America, held in 1866, and the bishops appointed him a delegate to the First Ecumenical Conference, held in London, England, in 1881.

Mr. Root was also an ardent supporter of the Chautauqua Assembly and unselfishly gave of his time and attention toward furthering the Chautauqua idea throughout the country. For several years he was president of the Board of Trustees of the State Normal School of this city and was long a member. He was a trustee of Syracuse University and for several years preceding his death he was president of the board. His connections with financial and industrial associations were numerous, and included membership in the directorate of many banks and railroad corporations.

In politics he was a Republican, but, though repeatedly solicited to accept public office, he as often declined, giving nearly all his time to his individual business and to the

philanthropic organizations with which he was connected. His death occurred September 6th, 1892.

Mr. Root was married in 1838 to Delia M. Spencer, of Lodi, New York.

Bronson Case Rumsey, for many years one of the most prominent citizens of Buffalo, and one of the leading factors in its development and rapid growth, was born in Warsaw, Wyoming County, New York, on August 1st, 1823, the son of Aaron and Sophia Rumsey. During his early life the family moved to Westfield, Chautauqua County, retracing their steps a short time afterwards as far as Buffalo, which was then but a small hamlet. The members of the family were at that time, besides the parents and the subject of this sketch, Dexter P. Rumsey, four years the junior of Bronson, and their sister, Eleanor.

Shortly after reaching Buffalo Aaron Rumsey established a tannery, and as soon as his sons came to manhood they became associated with him in the business. The father died while the brothers were still young men, and through the business capability handed down to them, they succeeded in placing the leather firm of A. Rumsey & Company among the leading industries of that nature in the United States, which held until a number of years ago, when the business was absorbed by The United States Leather Company. The brothers believed implicitly in the future of Buffalo, and showed material proof of their belief by investing a large portion of their fortune in real estate in this city.

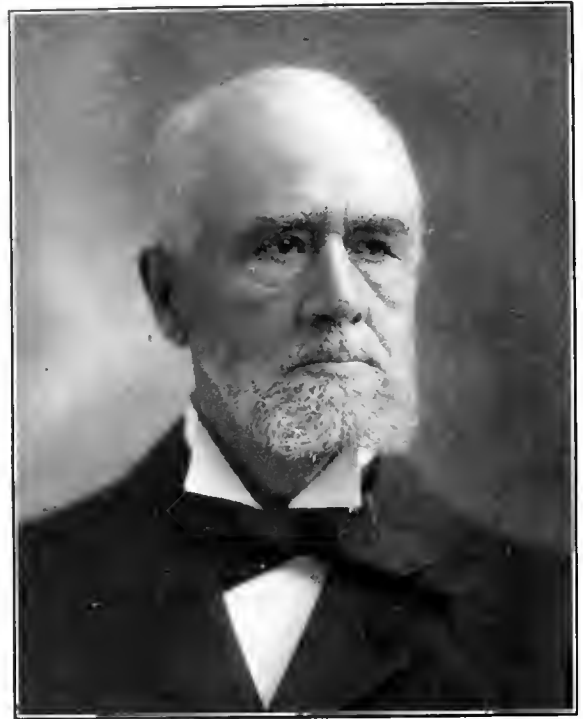


BRONSON CASE RUMSEY

Mr. Bronson C. Rumsey was a man of large and varied interests. He was the first president of the Buffalo, New York & Philadelphia Railroad; a director of the Manufac-

turers' and Traders' Bank from its inception; and as one of the promoters of the beautiful park system of the city he became a member of the Park Board, which office he filled until within a short time of his death.

During his later years Mr. Rumsey lived to a great extent in retirement, but he was interested as few others have been in the financial, industrial, and civic affairs of the city of Buffalo. He was a successful banker, merchant, and capitalist, but ever refrained from entering public life. He had come to Buffalo when the city was a small town, and during his sixty-eight years' residence he witnessed and helped its growth to second position in the greatest State in the Union. During forty of those years he was, beyond a doubt, Buffalo's most prominent business man.



DEXTER PHELPS RUMSEY

Dexter Phelps Rumsey.—One of the last representatives of the older generation of Buffalonians passed away in the death of Dexter Phelps Rumsey on April 5th, 1906. Born in Westfield seventy-eight years ago, he came to Buffalo at the age of four, and this city had been his home ever since.

He was a son of Aaron Rumsey, who established several large tanneries here and elsewhere in western New York nearly three quarters of a century ago. Aaron Rumsey was energetic and progressive, and he was, soon after coming from Westfield, one of the foremost business men of the city. His two sons, Bronson C. and Dexter P. Rumsey, likewise made their mark early as active, clear-sighted business men, and when they became of age their father took them into partnership with him, and the firm of A. Rumsey & Company was organized.

After the father's death the two sons continued the business. Their mutual affection and confidence in each other were such that neither, it is said, ever took a business step without consulting the other; and so it happens that they were associated in most of their undertakings.

Dexter P. Rumsey was a conspicuous figure in the social as well as the business life of Buffalo. His belief in the future of the city was shown by his large investments in Buffalo real estate. He took an active and enlightened interest in the public and semipublic affairs of the city, and in its charities, to which he was a liberal though always unostentatious friend. His favorite charities seemed to be the Fresh Air Mission and others connected with children, which he helped out of many financial difficulties.

Mr. Rumsey was a great reader of scientific and philosophical books, and had a keenly analytical mind, and an apt vigor of expression, combined with humor, which made his conversation on such subjects most enjoyable. On his yacht, which he used daily during the summer months, and at afternoon gatherings of business and professional men at the Buffalo Club, he was a leader in conversation, and always created a center of interest around himself.

Mr. Rumsey left a widow and three children—Mrs. Ansley Wilcox, Miss Ruth Rumsey, and Dexter P. Rumsey.

From the Buffalo Express, April 15th, 1900.

David R. Morse, in whose death on January 27th, 1908, Buffalo suffered a deplorable loss, was born in South Westerlo, Albany County, New York, October 15th, 1819, the son of Asher and Anna Reynolds Morse, being direct descendants of the Morses who came to this country and settled in Connecticut and Massachusetts during the seventeenth century. He was brought up on his father's farm, and received his education, such as it was, in the country schools, interspersing his schooling with service in his father's saw and grist mills and on the farm.

When a young man he became a clerk in a general store and forwarding house in Coxsackie, remaining there for four years. He afterward worked as a clerk in New York City for about ten years, and in 1843 came to Buffalo, where he entered into the dry goods business. Seven years after his arrival in Buffalo, in 1850, he engaged in the ship chandlery and vessel business, conducting that for thirteen years, and retiring from active commercial pursuits in 1863.

In 1879 Mr. Morse first became connected with the Erie County Savings Bank as a trustee. His capable services in that connection were recognized and rewarded by his election to the vice-presidency, and later, in 1889, to the presidency of the bank. This responsible position he maintained until the time of his death, directing the affairs of the bank wisely and with such conservatism as to place it in the foremost rank of American finance. Mr. Morse was also president of the Buffalo Cemetery Association, which position he resigned two years ago, and a former director of the Buffalo, New York & Erie Railroad.

Being so successful in business, it was but natural that his services in public office were solicited, as they were many times, and as often Mr. Morse declined. He was at one

time, however, a member of the Common Council where he did highly creditable service. He lived a quiet life, caring little for social or fraternal associations. He was a member of the Buffalo Club, Buffalo Chapter Sons of the American



DAVID R. MORSE

Revolution, and of the Morse Society of America. For fifty years he was a prominent attendant of the First Presbyterian Church and served a long period as a member of its Board of Trustees.

Mr. Morse married, in 1845, Miss Elizabeth G. Miller, daughter of the late William T. Miller. To them were born three children—Mrs. Walter T. Wilson; Charles M. Morse, the city engineer; and Mrs. Samuel Ames, who, by a strange coincidence, passed away on the day preceding the death of her father. The death of Mr. Morse at the advanced age of eighty-eight years, while not unexpected, was a severe loss to Buffalo, and to his large circle of friends and acquaintances, both in the business and social world.

William H. Gratwick was born in Albany, New York, January 20th, 1839. After a public school education he went into the lumber business, starting as a tally boy. In 1860 he organized the firm of W. H. Gratwick & Company, which firm continued in business for nine years.

At the expiration of this time Mr. Gratwick moved to Buffalo, making the headquarters of his business at Tonawanda but establishing branches in Albany and Detroit. The firm name at that time became The Gratwick, Smith & Fryer Lumber Company, operating mills in Michigan and New York State and owning timber limits in Michigan, Minnesota, Wisconsin, and Canada.

Later in life Mr. Gratwick became actively interested in lake transportation, owning and controlling a considerable fleet of vessels.

From early life he was deeply interested in, and personally associated with, many reform measures, and his interest in all such work having to do with the betterment of others was deep and liberal.



WILLIAM H. GRATWICK

In the liquor crusade of 1883, he was one of the committee of twenty of the Citizens' Reform Association and during the progress of this, personally accomplished much in aid of the movement. He was from the first a warm friend and ardent supporter of the Young Men's Christian Association movement, and was for several years president of the organization. He was also a member of the international committee of the Young Men's Christian Association and interested in its work at home, not less than he was in its fortunes abroad.

His generous and kindly influence was deeply felt in the Erie County Bible Society, and his aid and advice was generously given the Buffalo Homeopathic Hospital and the Buffalo Orphan Asylum, of which two institutions he was a trustee. He was also president, for a time, of the Ophthalmic Hospital.

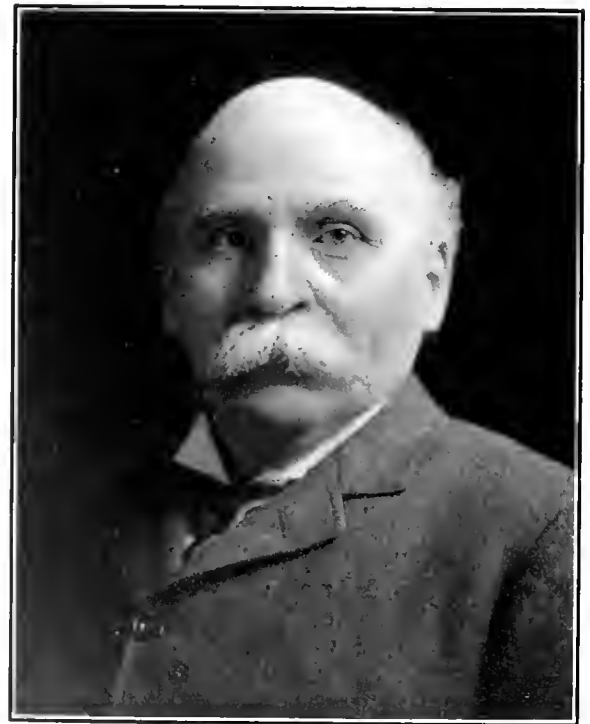
Mr. Gratwick died August 15th, 1899.

Captain Joseph T. Jones was born in Philadelphia, Pennsylvania, June 11th, 1842, the son of Albans A., a native of Philadelphia, and a descendant of English ancestry, and Jane Thomas Jones. The father died in 1843. The younger Jones spent his youth in Philadelphia, and acquired the education common to the time, but before he finished his schooling the War of the Rebellion broke out. Mr. Jones enlisted in the army when nineteen years of age, joining Company H, Ninety-first Pennsylvania Volunteer

Infantry. He was in active service for three years, participating in many of the most important battles, including Fredericksburg, Gettysburg, and Antietam. At Gettysburg he was in command of the picket guard in front of the summit of Round Top. On July 2d, he was wounded in the Battle of the Wilderness, and at Cold Harbor he was wounded in both feet, from the effects of which he has never entirely recovered. Two attacks of sunstroke seriously affected his sight during this period of his war service, and for a month he was scarcely able to use his eyes.

At Alexandria, Virginia, the young soldier was promoted to quartermaster sergeant, later to the rank of second lieutenant, and afterwards, in recognition of his services, to the rank of captain. At the time he received his last wounds, he was in command of two companies. The nature of his wounds made him physically unfit for active service, and in 1864 he was honorably discharged, having served just three years and two weeks from the date of his enlistment, September 10th, 1861. He returned from the field of war to Philadelphia, where he recuperated from his wounds.

About that time the oil fields of Pennsylvania were at the height of their production. Many discharged soldiers were attracted by the vast possibilities there, and among them Captain Jones, who went to Rouseville, Pennsylvania, on Oil Creek, in 1865, to enter the oil business. As in the case of a great many oil players, Captain Jones was unsuc-



CAPTAIN JOSEPH T. JONES

cessful. The first thirteen wells which he drilled were unproductive, and what were known in oil parlance as "dusters." His fortune soon changed, however, and he found a paying venture. He continued in business on Oil Creek with varying degrees of success, until the Bradford field came into

prominence, where he went and acquired several desirable pieces of property. These he developed in a cautious manner, with the result that in a short time he had a large daily production of oil. He has retained his associations with this territory to the present day, with the greatest success. When the tide of oil emigrated that way, Captain Jones entered the fields of southwest West Virginia and was one of the pioneers in the development of the Sistersville property in Tyler County.

He is popularly known as one of the most extensive oil producers in the Bradford oil fields, and counts among his holdings some eight hundred gas and oil wells. He is the owner of the Bradford, the Mitchell & Jones, and Post & Jones oil companies, the combined business of which is a large factor in the year's oil productions. He was one of the incorporators of The Bradford Oil Company, and has since become its sole owner.

In 1890 Captain Jones moved to Buffalo, and, as he realized the splendid future of the city, became heavily interested in various Buffalo and Niagara Falls enterprises. He is a stockholder in several Buffalo banks, a director in the Manufacturers' and Traders' National, and the People's Bank, the principal owner of the Pettibone-Cataract paper mills, of Niagara Falls, and interested in the flour mills of The Cataract City Milling Company, at Niagara Falls. He is also president of The Niagara Gorge Railroad Company.

In 1895 Captain Jones found his health gradually failing. The relief he sought he found on the Gulf of Mexico, where the breezes sweeping over hundreds of miles of piney forests and from the open gulf seemed to be of material benefit to him. From a physician there he also learned of the Schott baths, and in consequence he visited Bad Nauheim, Germany, where, under the care of Doctor Schott, he rapidly regained his health and strength.

When some of Captain Jones's friends sought to interest him in railroad building in Mississippi, he saw there an outlet for his business energy, and at the same time, life in an agreeable climate, that would probably permit him to retain the health he had regained. Hence, in 1895, he became interested in the Gulf & Ship Island Railroad, which was being built from Gulfport, Mississippi, to Hattiesburg, Mississippi, and later extended to Jackson, the capital. This enterprise grew quite beyond the conception of its promoters until presently it required more capital than they were able to supply and in 1901 they proposed to him that he should take over the entire road, which he did, and since that time has managed it in person. Under his management the Gulf and Ship Island Railroad has changed from a cheaply constructed railroad to a trunk line of three hundred and seven miles, using the heaviest rails and locomotives, and the most up-to-date passenger equipment of any road in the South. It is also distinguished by having the best harbor and terminal facilities of any railroad on the Gulf Coast. A channel three hundred feet wide and twenty-four feet deep has been dredged at Gulfport, extending from the shore to the deep water, a distance of seven miles, with an enclosed anchorage basin at the shore end a quarter of a mile wide and half a mile long dredged to the same depth as the channel. The

pier, one mile long, extends into the gulf alongside of the anchorage basin. The exports of lumber and naval stores from the harbor of Gulfport have grown from nothing until they exceed the exports of these commodities from any port in the United States. One item among these exports is thirty-three million feet of lumber every month.

Captain Jones, realizing that with such a large business better hotel facilities were needed, built the Great Southern Hotel at Gulfport in 1902. It has proved a distinct success and is a popular winter resort for Northern people and a summer resort for people of the South and Southwest. In 1906, finding that the Gulf & Ship Island Railroad had entirely outgrown its station facilities at Hattiesburg, Mississippi, which, by the way, had increased its population from ten thousand to twenty thousand in three years, and realizing that the ground was entirely too valuable for a passenger station alone, Captain Jones built a seven-story building, combining a passenger station and one of the most modern hotels in the South.

Captain Jones has taken the same interest in developing Mississippi that he did Buffalo, aiding the establishment of cotton compresses, creosote works, banks, electric light plants, and trolley roads along the Gulf & Ship Island Railroad.

He is a Republican in politics, and in 1888 was elected one of the Presidential Electors from Pennsylvania. In club life he has always been prominent in Buffalo, being a member of the Buffalo, Ellicott, and Country clubs. He is also associated with many of Buffalo's largest enterprises, social, industrial, and financial.

October 15th, 1876, he was married in Venango County, Pennsylvania, to Miss Lou E. Blackmarr, a daughter of the Reverend R. L. Blackmarr. They have two children, Albert and Grace Jones.

Thomas Guilford Smith, A. M., C. E., L. L. D., one of the chief figures in New York State educational matters and one of the industrial leaders of Buffalo, is a native of Pennsylvania, born in Philadelphia August 27th, 1839. Though assisting in many of the movements toward the Empire State's welfare, he has ever been extremely loyal to the State of his nativity and largely interested in the business that comes to Buffalo from the Keystone State.

Mr. Smith is the son of Pemberton and Margaretta E. (Zell) Smith. His early education was received in the private and public schools of Philadelphia. He graduated from Central High School of that city with the degree of A. B., being designated to deliver the salutatory address. In 1861 he graduated from the Rensselaer Polytechnic School of Troy, New York, civil engineer, and in 1863 was still further honored by receiving the degree of A. M. from the Central High School of Philadelphia, the institution where he completed his classical education. His later efforts in behalf of education brought him the degree of L. L. D. from Hobart College, which was conferred upon him in 1899, and in 1903 Alfred University conferred a like degree upon him. This latter was bestowed upon him in recognition of his activity in establishing the New York State School of Clays and Ceramics at that institution.

Smith entered professional life after his graduation from the Rensselaer Polytechnic Institute, in the engineering department of the Philadelphia & Reading Railroad, afterward becoming resident engineer of the company in the Ma-



THOMAS GUILFORD SMITH

hanoy district of the anthracite coal fields. He resigned from the staff of the Philadelphia & Reading Company in 1865 to become manager of the Philadelphia Sugar Refinery, a position he retained for four years. At that time his capabilities were recognized by various commercial interests and for several years he was connected, as consulting engineer, with railroad enterprises. In 1872 he visited Europe in furtherance of railroad projects, and also as a delegate to the International Prison Congress in London. In 1873 he was appointed secretary to The Union Iron Company of this city and came here to live. In this capacity he represented large interests in the concern held by Pennsylvanians.

In 1878 Mr. Smith became Western sales agent of The Philadelphia & Reading Coal and Iron Company, being put in charge, under E. B. Gowen of the Philadelphia & Reading Railroad, of the Jersey Shore, Pine Creek & Buffalo Railroad, which line formed an outlet to the lakes for the Philadelphia & Reading Company. This road, afterwards sold to Mr. W. H. Vanderbilt, now forms a part of the New York Central system, known as the Pennsylvania Division of that company.

In 1883 the firm of Albright & Smith was formed, as sales agents for the same company in New York State and Canada. In 1889 Mr. Smith became sales agent for Carnegie, Phipps & Company, Limited. This company has since merged with The Carnegie Steel Company, and Mr. Smith is its Buffalo representative.

Mr. Smith has always taken a most active interest in educational matters, and the various institutions of that character in Buffalo have received a great impetus from him. In 1890 he was elected by the State Legislature a Regent of the University of the State of New York, a life position. In the following year he was made chairman of the Museum Committee, the body having charge of the geological and other scientific surveys of the State, and of the State Museum. In 1894 he was a delegate from the American Society of Civil Engineers and the American Society of Mining Engineers to the International Congress of Medicine and Surgery in Rome.

He is a member of many scientific and literary societies, including the Academy of Natural Sciences of Philadelphia, the Franklin Institute, the American Society of Civil Engineers, the American Institute of Mining Engineers, and the Historical Society of Pennsylvania. In 1892 he was elected a member of the Sons of the Revolution to represent Colonel Christopher Meng, Assistant Deputy Quartermaster General of the Continental Army. He is honorary president, and for many years was the active president, of the Charity Organization Society of Buffalo, and has been president of the Buffalo Fine Arts Academy and of the Buffalo Public Library. In 1894 he was made an honorary member of the Phi Beta Kappa Fraternity by Hobart College. Mr. Smith is also a member, and for the past five years has been president, of the Buffalo Society of Natural Sciences.

Mr. Smith was married July 14th, 1864, to Mary Stewart Ives, of Lausangburg, New York, and to them two sons have been born—Pemberton Smith, C. E., and Chamcey Pelton Smith, M. D.



CHARLES H. WILLIAMS

Charles H. Williams, the oldest son of the late Gibson Williams, was born in Buffalo on August 1st, 1842. After

attending Russell's Military School, at New Haven, Connecticut, for four years, he entered the celebrated school of The

the Saturn Club, and the Country Club. He is a Mason, free and accepted, belonging to the Lodge of the Ancient



RESIDENCE OF CHARLES H. WILLIAMS

Abbe Paris at Versailles, France, where he remained for one year. On September 19th, 1866, he married Emma Alice Jewett, of Buffalo. Of the three children born to them, only one, Mrs. Frederick Lorenz Pratt, is living.

Buffalo's large banking and real estate interests are fortunate to have among the men in their ranks those of the high standing and integrity of Charles H. Williams. Mr. Williams is a business man of wide experience and ability, whose standing in the world of commerce and finance is unquestioned.

Notwithstanding Mr. Williams's large banking interests, he has always had great confidence in Buffalo real estate, in which, not only through what was left him by his father, but by his own judicious investments, he has seen a very great increase in value. His largest holdings are situated on the east side of Main street, between Eagle and Tupper streets.

Mr. Williams has a high standing in banking circles, being connected with several leading institutions. He is a director in the Bank of Buffalo and in the Bank of Niagara, of Niagara Falls, New York. Mr. Williams is a member of the Buffalo Society of Natural Sciences, the Buffalo Historical Society, the New York State Historical Society, the American Historical Association, the Buffalo Fine Arts Academy, the Buffalo Club, the Park Club, the Ellicott Club,

Landmarks, Number 441, of Buffalo. He is a vestryman of Trinity Episcopal Church. He is a member of the Society of the Sons of the Revolution, having been president of the Buffalo Association of that order; of the National Society of Descendants of French and American Officers, who worked together in the struggle for liberty; and of the Society of Colonial Wars. Mr. Williams is also a member of the Society of the Cincinnati and of the Audubon Society of the city of New York. He resides at 699 Delaware Avenue.

Walter Townsend Wilson was born in this city March 27th, 1847, the eldest son of Guilford Reed Wilson, who came to Buffalo in 1842 and engaged in the coal business, being the pioneer coal dealer in Buffalo; and Jane C. Townsend, daughter of Judge Charles Townsend, who came to Buffalo in the year 1811.

Mr. Wilson's education was attained in Buffalo, and after spending a year abroad, 1862-63, he returned to Buffalo and finished his education at Professor Briggs's Classical School. In 1865 he entered his father's office and became associated with him in the coal business, being admitted a member of the firm three years later. In January, 1875, Mr. Wilson married Jeanie Morse, the daughter of David R. Morse, one of Buffalo's most prominent citizens. Mr. and Mrs. Wilson have three children—Walter Morse

Gertrude Wilson (now Mrs. John S. Littell), and Margaret Wilson.



WALTER TOWNSEND WILSON

All his life having been spent in Buffalo, naturally Mr. Wilson is deeply interested in anything that pertains to the welfare of the city. While never having entered public life, he has always given wise counsel, and his beneficial influence has been felt in the affairs of the city. He is a prominent clubman, being a member of the Saturn, the Park, and a number of other clubs. He is also a member of the Buffalo Society of Natural Sciences and the Buffalo Historical Society, in both of which institutions he has always had a deep interest.

Among the many business connections which he maintains is a directorship in The Commonwealth Trust Company.

James Sweeney, Senior, and James Sweeney, Junior.

About the year 1820 three residents of Buffalo—James Sweeney, John Sweeney, and William Vandevoot—came into possession of three farm lots north of Tonawanda Creek, comprising in all about five hundred acres, and upon which a part of the city of North Tonawanda now stands. This land had been selling at a very low figure, land that only awaited the development of the Niagara Frontier to become one of the most valuable tracts in this section of the State. George Goumdry had a third interest in the property at one time, Mr. Goumdry being one of the pioneers of North Tonawanda.

In 1824 the owners of this land, which is located north of Tonawanda Creek, began to dispose of it, piece by piece, to the village corporation and the residents therein. A copy of a deed of land from James Sweeney, John Sweeney, and

George Goumdry to the village of North Tonawanda, dated 1824, is still in possession of James Sweeney, Senior, son of the James Sweeney mentioned above. In a few years the remaining property passed over to the control of the Sweeney family and has remained in its possession ever since. The sales which have been made from time to time to individuals, and also to the city of North Tonawanda, leave at the present time in the possession of the Sweeney family, about one hundred and fifty to two hundred acres, and comprise what is left of the original grant of the three farm lots.

At the death of the elder Sweeney, his son, James Sweeney, took over the management of the property, which was becoming more valuable year by year. About ten years ago, he in turn gave over the control of the property to his son, James Sweeney, Junior. The elder Sweeney still lives and is manager of the property, but James Sweeney, Junior, acting as his agent, does the active work in connection therewith.

During the latter part of the ten years that James Sweeney, Junior, has been in control, he has paid particular attention to the building up of large factory buildings and industries on the property. During the past five or six



JAMES SWEENEY, SENIOR

years he has closed twenty-three factory deals, the owners of the land erecting the factories on the property and leasing them to the manufacturers on long terms of from ten to twenty-five years. These factories, combined, employ about two thousand people, and the desirability of the property as a site for manufacturing purposes is plainly manifest. It is situated on the thousand-ton barge canal and the Niagara River, accessible to connections with every important railroad line in this part of the country. Natural gas and electric power from Niagara Falls add to its desirability. It is

within twenty minutes' ride of either Buffalo or Niagara Falls, and has been no small factor in making Niagara Frontier supreme as a manufacturing territory.

JAMES SWEENEY, the father of James Sweeney, Senior, was one of the pioneer settlers in Buffalo, coming to this city



JAMES SWEENEY, JUNIOR

sometime before the War of 1812. The old family records show that he was one of those who fled up the beach road, when the British and Indians sacked the town in 1814. After peace came and the hardy settlers went back to their former vocations, Mr. Sweeney seems to have been attracted Tonawandawards, and he also owned a large amount of land in the south village of Tonawanda, as well as in the north village. He was subsequently actively identified with the early railroad interests in this section of the State, and was one of the stockholders of the Buffalo & Niagara Falls Railroad, which ran between those points as early as 1836 and was later merged with the New York Central, whose Buffalo and Niagara Falls division now runs over the same road.

JAMES SWEENEY, SENIOR, son of the preceding James Sweeney, was born in North Tonawanda in 1831, and received his early education in the Buffalo public schools. Having completed his school education he began to assist his father in the management of his large holdings in the Tonawandas. Ten years ago his advanced age forced him to retire from the active management of the property, but he still maintains an active interest in Buffalo and Niagara Frontier affairs. He is a trustee of the Erie County Savings Bank, a member of the Buffalo Historical Society, the Buffalo Society of Natural Sciences, the Buffalo Club, and several other social and business organizations. He has been identified with the history of old Saint Paul's Church for many years. His father was one of the original members of this

church and the son was the holder of one of the original pews. He is at the present time one of its vestrymen.

JAMES SWEENEY, JUNIOR, was born in this city in 1866 and supplemented his early training in the Buffalo public schools with a thorough course of training in Professor Briggs's Classical School, from which he graduated. After spending a year in Europe Mr. Sweeney returned to this country, and at once took up the active management of the Sweeney property, which he retains up to the time of this writing.

He is a member of the Buffalo, Ellicott, Country, Saturn, and Park clubs of this city and of the Frontier Club of North Tonawanda. Other business associations are with the American Savings Bank and The Tonawanda Power Company, he being a trustee of the former and a director of the latter organization. Mr. Sweeney's office is in the building which was formerly occupied by the first bank established in Tonawanda.

Augustus Porter Thompson, one of the type of energetic business men who have contributed so much to Buffalo's supremacy, is a member of one of the most distinguished families prominent in the days of the American colonies. Mr. Thompson was born at Black Rock, New York, February 14th, 1825, the son of Sheldon Thompson, one of the earliest settlers in western New York.



AUGUSTUS PORTER THOMPSON

Anthony Thompson came to America in 1638 and was one of the founders of New Haven. Colonel Jabez Thompson, the great-grandfather of the subject of this sketch, served through the colonial wars and the early part of the Revolution, being killed during the retreat from New York, September 15th, 1776.

His grandson, Sheldon Thompson, the father of Augustin P. Thompson, came, with a number of others, to western New York in 1810, for the purpose of establishing trade on the Great Lakes. They formed the firm of Townsend, Bronson & Company, and launched several schooners in the lake trade.

In 1816, Mr. Thompson removed from Lewiston to Black Rock, and at once assumed a degree of prominence attained by but few in that early day. He was the first Mayor of Buffalo to be elected by the people and was one of the founders and vestrymen of Saint Paul's Episcopal Church, the first church of that denomination in Buffalo. The son, the subject of this sketch, was born in Black Rock when that village was still a rival of Buffalo, a question of supremacy that was determined, however, by the choice of the latter place as a terminal of the Erie Canal. In 1830 the family took up its residence in Buffalo. The son received his education in academies at Lewiston and Canandaigua, and in Buffalo private schools. Having completed his education, he entered his father's employ as clerk.

Upon attaining his majority, Mr. Thompson received an interest in the firm of Thompson & Company, manufacturers of white lead, and with the exception of a short interval during the sixties he has been engaged in this line of business until the present time.

In 1860 he disposed of his interest in the lead works and associated himself with Edward S. Warren and De Garmo Jones, and a large anthracite blast furnace, the second of its kind in Buffalo, was built. The two furnaces were later united under the name of The Union Iron Works, and a third furnace was constructed, together with one of the largest rolling mills ever erected up to that time.

Six years later Mr. Thompson severed his connection with the Union Iron Works and secured an interest in the lead works of S. G. Cornell & Son, which afterwards became The Cornell Lead Company. He became vice-president of that company and afterwards president, holding the latter position until the business was transferred in 1887 to The National Lead Company. Since that year he has been a director in the company, and manager of the Buffalo branch.

In Buffalo affairs Mr. Thompson has always been deeply interested and has had a most beneficial influence. He was for some years the cashier of the Buffalo City Bank, and a member of its board of directors. He was also a member of the board of directors of the old railway company that constructed the road on Niagara Street in 1860. He has taken an active interest in many movements that have promoted the welfare and intellectual well-being of the city; is a member of the Buffalo Historical Society and the Buffalo Society of Natural Sciences, a life member of the Buffalo Library and the Buffalo Fine Arts Academy, a trustee of Saint Margaret's School, and a warden of Saint Paul's Church.

On June 9th, 1853, Mr. Thompson was married to Matilda Cass Jones, of Detroit.

Edward Howard Hutchinson was born in Buffalo, March 7th, 1852, and has been a resident of this city all

his life. The house in which he was born is still standing at the northwest corner of Ellicott and North Division streets. Mr. Hutchinson was educated in the public schools, attending and graduating from Number Ten on Delaware Avenue. He afterwards entered the Central High School, which he left in 1869 to study under Professor Horace Briggs to prepare for entrance to Harvard University. His eyesight failing him, however, he was obliged to give up his intention, and, after a winter spent in regaining his health, in the spring of 1870 he entered the business world, in which he soon became prominent, and for many years he has been known as one of Buffalo's leading citizens.

Mr. Hutchinson has done a great deal to improve the city, having erected "The Hutchinson," a block of four stores and twelve flats on Main Street just north of Virginia Street, in 1887, and in 1890 duplicating the block by building what is known as "The Strathmore," at the corner of Main and Carlton streets. In 1889 he erected what is



EDWARD HOWARD HUTCHINSON

known as the Hutchinson Office Building at 71 and 73 West Eagle Street, opposite the City and County Hall, in which he has his office.

In politics Mr. Hutchinson is a Democrat, and in 1887 he was nominated by the Democrats for the office of Alderman from the old Tenth Ward. His great popularity among his friends and neighbors enabled him to win the election, running nine hundred and seventy-seven votes ahead of his ticket in a poll of about twenty-eight hundred votes and having a majority of one hundred and seventy-seven over his opponent. He therefore enjoys the distinction of having been the only Democratic Alderman ever elected in the old Tenth Ward, and in the present Twenty-fourth Ward.

which is practically the old Tenth, the Democrats have never elected an Alderman. In 1891 Mayor Bishop appointed Mr. Hutchinson a fire commissioner, which office he held about two years, resigning on being obliged to spend the winter in the South with a member of his family who was in ill health.

Mr. Hutchinson has never lost his interest in the Fire Department, and he retains the friendship and respect of all the men who were in the department at the time he was commissioner. He was at one time chairman of the Board of Fire Commissioners. The taxpayers, and the public too, have reason to remember his sterling honesty and integrity of purpose in the administration of the affairs of the Fire Department. He has been mentioned a number of times as a candidate for Mayor, but his disinclination for further political honors has led him to decline to stand as a candidate.

Mr. Hutchinson is a director of the Marine National Bank, the leading bank of this city, and a stockholder in the Bank of Buffalo. He is also president of the board of trustees of the Buffalo City Cemetery (Forest Lawn), and a member of the vestry, chairman of the finance committee, and treasurer of the Endowment Fund of Saint Paul's Protestant Episcopal Church. He has always taken a great interest in the Church Charity Foundation of the Protestant Episcopal Church in Buffalo (Church Home), and for a number of years was a member of its board of managers. In 1895 he erected on the grounds of the Home, in memory of his parents, what is known as the Hutchinson Memorial Chapel and made a gift of the same to the Church Charity Foundation. Mr. Hutchinson is a life member of the Veteran Volunteer Firemen's Association and an honorary member of the Buffalo Exempt Firemen's Association. He is a life member of the Lodge of the Ancient Landmarks, Number 441, Free and Accepted Masons; Adytum Chapter, Number 235, Royal Arch Masons; Keystone Council, Number 20, Royal and Select Masters; and Hugh de Payens Commandery, Number 30, Knights Templar. He is also a member of Ismailia Temple, of the Ancient Arabic Order Nobles of the Mystic Shrine, and a member of the Associate Society of Chapin Post, Number 2, Grand Army of the Republic. Besides these fraternal societies he is a life member of the Buffalo Historical Society, the Buffalo Library, the Buffalo Society of Natural Sciences, and the Buffalo Orphan Asylum, and a member of the Church Home League and of the Young Men's Christian Association.

Personally Mr. Hutchinson is of a rather retiring disposition and very domestic in his habits, most of his evenings being spent in reading in the quiet of his home on West Chippewa Street. He is a man of intense energy, however, and very positive in his opinions, and once his efforts are enlisted in any cause he may be relied upon to give to the subject his time, attention, and thorough consideration. He is very democratic in his manner, and is popular with all who know him. Jealous of his credit and good name, a marvel of punctuality in keeping his engagements, faithful in his friendships, energetic and honest in

all his transactions, Buffalo contains no better citizen than Edward Howard Hutchinson.

Howard H. Baker, senior member of the firm of Howard H. Baker & Company, 18 to 26 Terrace, is a representative of one of America's oldest families. He is the third son of the late George Washington Baker and Phila Putnam, and was born at East Aurora, New York, May 19th, 1836. His great-grandfather, George Baker, of Vermont, fought through the Revolution with distinction, and was a distant relative of Roger Sherman, signer of the Declaration of Independence. The other members of the family were distinguished in the service of their State and nation.

Howard H. Baker attended school in East Aurora until the family removed to Buffalo in 1847, in which city he attended public school until his eighteenth year. On March 9th, 1854, he began his business career with a clerkship in



HOWARD H. BAKER

the firm of Hart, Newman & Company, the oldest ship chandlery house along the Great Lakes. The firm had been established by Hiram Waters in 1830, later becoming Waters & Atwater, with their place of business located at the foot of Lloyd Street. From time to time a great many of Buffalo's prominent business men have been associated with the firm, including Gibson T. Williams, General R. L. Howard, and George L. Newman. The subject of this sketch was admitted to the firm as junior partner in 1863, the firm then being known as Newman, Scovill & Company. Upon the death of Captain Scovill, in 1876, it became Newman, Vosburgh & Baker, and later Vosburgh & Baker. In 1882 the firm name became Howard H. Baker & Company, Thomas Warren being the junior partner at the time. Some

ago both Mr. Baker and Mr. Warren retired from active business, leaving the management to Mr. Baker's son, Howard A. Baker, who has been connected with the house twenty six years, and a member of the firm since January 1st, 1887. The other active member of the firm at this time is H. Seymour Balme, who was admitted in January, 1901, after holding a position of great trust for many years.

Mr. Baker has long been associated prominently with the social and business life of the city. He was at one time president of the Young Men's Library Association, and served for three years as one of its real estate commissioners and treasurer of the managing board, with Judge James M. Smith and Edward L. Stevenson as associates. In the old days of Buffalo's volunteer fire-fighting service he was an officer and member of Neptune Hose Company, Number Five. For many years it has been the custom of veterans of that company to gather once a year for the company banquet, as in the days of old. Gradually time has depleted the merry banqueters, until, for the past few years Mr. Baker has been one of the two sole survivors of the charter members of the gallant old fire-fighting crew to gather around the banquet board. In the early days of the Volunteer Firemen's Benevolent Association Mr. Baker served as its treasurer and was one of its most valued friends.

Mr. Baker's only appearance in public life was when he was appointed postmaster of Buffalo July 1st, 1894, by President Cleveland. That position he filled until April 1st, 1899, in a manner that elicited great praise from his superiors and from all Buffalonians generally, irrespective of party.

He was a member of the executive committee which raised forty-three thousand dollars to remove the debt from the Buffalo Music Hall. He was president of the old City Club of Buffalo, of which Grover Cleveland was a member. His local club associations extend to membership in the Ellicott Club, of which he is now a director, and the Buffalo Club, serving two terms of three years each on its Board of Directors. He is a Free and Accepted Mason, being a member of Ancient Landmarks Lodge, and Keystone Chapter, and Keystone Council. For many years he was a vestryman of Saint Paul's Episcopal Church.

Upon his retirement from active business he did not sever his connections with the executive boards of the several large commercial organizations with which he had long been identified. He is at present vice-president and a director of the Third National Bank; trustee of the Western Saving Bank and chairman of its finance committee; trustee of the Buffalo Public Library, of the Forest Lawn Association, and of several other associations.

January 10th, 1863, Mr. Baker married Miss Annie E. Allen, daughter of Carlisle T. Allen, of this city. He has two sons, Howard A. and George H. Baker, and two daughters Alice, wife of Richard M. Cushman, of East Aurora, New York, and Helen, wife of Albert Mann, of West Newton, Massachusetts. Howard A. Baker married Miss Martha Adams, of Cambridge, Massachusetts.

George Urban, Junior, one of the leading factors in the business life of Buffalo and western New York, was born

in this city July 12th, 1850, the son of George Urban, a native of Alsace, France, who settled in Buffalo in 1835 and a number of years later entered the wholesale flour business. The younger Urban received his education at the Buffalo public schools, and at the age of sixteen years entered the employ of his father. Four years later, in 1870, he was admitted as a partner in the business, which then became known as Urban & Company.

The original establishment, located at the corner of Genesee and Oak streets, was augmented in 1881 by the erection of the first roller flour mill in Buffalo, on a site opposite the store of the firm. Four years later the senior Urban retired from active business life, and George Urban, Junior, became the head of the firm, having associated with him E. G. S. Miller and W. C. Urban, a brother of the senior member of the firm.



GEORGE URBAN JUNIOR

The business is now known under the name of The George Urban Milling Company, turning out several well-known brands of flour, which are used in every part of the country. The immense new mill of the company, at Urban and Kehr streets, adjacent to the tracks of the New York Central Belt Line, was completed in 1903. This mill, which is one of the best equipped and handsomest of its kind in the world today, was the first mill in Buffalo in which the motive power was exclusively electricity, brought here from Niagara Falls.

Mr. Urban does not confine his attention entirely to the direction of his milling business, for he has found time to become prominently identified with various others of Buffalo's industrial and commercial institutions. He is first vice-president of The Buffalo General Electric Company;

first vice-president of The Cataract Power and Conduit Company, and president of The Buffalo and Niagara Falls Electric Light and Power Company. He is president of The Buffalo Loan, Trust, and Safe Deposit Company, and a director of the Market Bank and the Bank of Buffalo. He is also a director of The Buffalo German Insurance Company, The Buffalo Commercial Insurance Company, The Buffalo Elevating Company, and The Ellicott Square Company. He was one of the organizers of The Thomson-Houston Electric Light Company, and served as its president until the business was absorbed by the Buffalo General Electric Company. He was an organizer and director of The Bellevue Land and Improvement Company, and is connected in various ways with other important business interests.

Although he could never be induced to take office, Mr. Urban has ever been prominent in the counsels of the Republican party in Buffalo and western New York. He was chairman of the Erie County Republican General Committee from 1892 to 1895. In 1896 and 1900 Mr. Urban was a Republican presidential elector from Erie County, and in 1904 he was honored by the selection as Republican presidential elector at large from New York State.

Mr. Urban is a member of the Buffalo Chamber of Commerce and the New York Produce Exchange. He is also a member of several of Buffalo's social organizations, including the Buffalo, Ellicott, Saturn, Country, and Park clubs of this city. His out-of-town affiliations include membership in the New York Club and the Republican Club of New York City, and the Whist Club of Rochester.

In October, 1875, Mr. Urban married Ada E. Winspear, daughter of Pennock Winspear, of Cheektowaga. They have four children—one son, George P. Urban; and three daughters, Emma M., Ada J., and Clara W. Urban. George P. Urban is secretary and treasurer of The George Urban Milling Company.

Robert Rodman Hefford, one of the city's most influential business men, and long prominent in public affairs, is a native of Buffalo, having been born here February 25th, 1845. He received his education in the public and private schools and in Bryant & Stratton's Business College. This latter educational association especially fitted him for a commercial life, and upon his graduation he entered the employ of a wholesale salt and cement house as a clerk, then being but seventeen years of age. A short time afterward he entered the service of the Canal Department as a clerk in the local canal collector's office. In 1865 he formed a partnership with E. E. Hazard to conduct a coal business under the firm name of E. E. Hazard & Company, of which business, Mr. Hefford came into control in 1871. At that time Mr. Hefford engaged in the sale, shipping, and forwarding of coal to the trade located in cities reached by lake and canal, and it is to his influence that Buffalo largely owes her supremacy in this particular line of business. He retired from active business in 1896, although he has at this time several interests which require his attention.

Mr. Hefford has been very prominent in public affairs.

In his early manhood he took an active interest in politics, serving as alderman from the old Second Ward from 1879 to 1884, being elected for three successive terms. During the last two years of his service he was president of the Common Council and served as President of the Board of Health for two terms. The election of Grover Cleveland to a higher place caused a vacancy in the mayoralty, to fill which Mr. Hefford received the Republican nomination, but was defeated by John B. Manning, the Democratic candidate.

At a time when much of the State's industrial supremacy depended on the better conduct of the Erie Canal, Mr. Hefford interested himself in that public service and acted as chairman of the Executive Canal Committee formed of representatives from the important commercial organizations of the State. This body carried, through the constitutional convention of 1894 and the Legislature of 1895 the nine



ROBERT RODMAN HEFFORD

million dollar appropriation for canal improvement. This canal committee did effectual work among the people at large, and was instrumental in effecting the approval of the measure by the voters of the State at the elections of 1894 and 1895. Mr. Hefford was also a member of the same committee when the act for the construction of the thousand-ton barge canal was before the people of the State.

In December of 1895 Mr. Hefford was appointed Commissioner of Public Works by Mayor Jewett, a choice warmly approved by the press and people of the city. He, however, declined the appointment on the grounds that his private business was often concerned by public works and contracts, hence he did not consider it fitting to accept the appointment.

For many years Mr. Hefford has held a high position in the Republican Party of the State, particularly in western

New York. He was a member of the Republican General Committee several times and was chairman of the Republican County Committee in 1885-86. In 1887 he became the first president of the Republican League of the State of New York, being re-elected in 1888. He was also a member of the executive committee of the State League for a number of years, and was, from 1889 to 1893, vice-president of the National Republican League.

Mr. Helford served as president of the Buffalo Merchants' Exchange, the parent organization of the present Chamber of Commerce, and was president of the Board of Trade for the four terms included in the interval from 1894 to 1898, being unanimously chosen at the last three elections. He was chairman of the Building Committee in 1906, when the new Chamber of Commerce Building was erected. He was president of the Bank of Commerce and a director the Merchants' Bank, both of which institutions are now liquidated. He is at present a director in six business corporations.

He has held memberships in the Liberal Club as its vice-president, and in 1902-03 as its president; Buffalo Club, director for six years, vice-president 1895, president 1907; Ellicott Club, director six years, vice-president 1898 to 1900 and 1905 to 1906, president 1906 to 1907; member of the Country Club, and of the Republican Club of New York City since 1888. He is also a member of the board of trustees of the Buffalo General Hospital; member of the council the University of Buffalo; member of the board of trustees of the Young Men's Christian Association; a member of the Board of Directors of the Buffalo Historical Society; life member of the Buffalo Library; life member of the Buffalo Society of Natural Sciences, a member of its board of managers, vice-president 1905 to 1906, chairman of its finance committee, and trustee of the permanent fund; life member of the Buffalo Fine Arts Academy, member of its board of trustees and chairman of its finance committee; member of the Buffalo Chamber of Commerce and Merchants' Exchange, president for four years and trustee for fifteen years; member of Board of Trade, its president for four years, and a director for eighteen years.

De Lancey Rankine, whom the Niagara Frontier has come to look upon as one of the pioneers in the wonderful transmission and distribution of Niagara Falls power, was born in Geneva, New York, in 1867, the son of the Reverend James Rankine, D.D., LL.D. He received his early education in the public schools of that place, preparing for college at DeVeaux College, Niagara Falls. Later he entered Hobart College with the class of 1887, but left before graduation to associate himself with the Burlington & Missouri Railroad at Omaha, Nebraska. He returned to the East a few years later, engaging in business at Niagara Falls, principally along banking and financial lines.

In 1893, when The Holland-American Cotton Oil Company was organized at Rotterdam, Holland, he became its secretary and treasurer and later was elected the managing resident director of that company. He returned from Holland in 1897 to form an association with The Cataract

Power and Conduit Company, which had just been organized for the purpose of distributing Niagara Falls power in the city of Buffalo, and is at present the secretary and treasurer of that company.



DE LANCEY RANKINE

He is a director of The Niagara Falls Power Company, The Canadian Niagara Power Company, The Niagara Development Company, Niagara Junction Railroad Company, The Natural Food Company, and of The Cataract Power and Conduit Company; also of The Tonawanda Power Company, The Suburban Power Company, The Automatic Chain Company, and The Francis Hook and Eye and Fastener Company, of which companies he is vice-president; and of The Buffalo Audit Company, of which company he is secretary. He is a director of the Bank of Niagara and a trustee of the Niagara County Savings Bank, of Niagara Falls, and is at present a trustee of DeVeaux College.

Mr. Rankine is a member of the Buffalo and Ellicott clubs of Buffalo. In 1898 he married Gertrude R. Packard, daughter of Ambrose Packard, of Niagara Falls. Mr. and Mrs. Rankine reside in the Cataract City, and Mr. Rankine maintains offices in Buffalo.

Dudley M. Irwin, one of the most extensive grain merchants in the country, and a most active participant in all movements that tend toward the welfare of his adopted city, was born in Fulton, New York, June 10th, 1860. His early education prepared him for entrance to Lafayette College, which institution he left before graduation to enter into the grain business, but took his degree of M. A. a few years thereafter.

For several years he was a junior partner in the firm of Irwin & Sloan, known at the time as the largest importers of grain in the United States. During the operation of the tariff of 1891 he secured a place in a Western grain market and removed to Chicago, where also he became widely known as a grain expert. Two years later he came to Buffalo, where he has since made his home.

Mr. Irwin is at present identified with some of the largest and most influential financial and industrial concerns in the city. He is a trustee of the Buffalo Board of Trade, of the Buffalo Chamber of Commerce, and The Fidelity Trust Company, and president of The United Producers' Company, a corporation owning and operating great oil properties in Ohio and Illinois. He is vice-president of



DUDLEY M. IRWIN

The Great Lakes Construction Company, which firm is now engaged in the construction of government piers and breakwaters at various ports along the Great Lakes. This company has also secured, and is now performing, large contracts on the new large canal, and pier work at Buffalo harbor for the United States Government.

As a clubman he is also well known. Mr. Irwin is a member of the Grolier Club, of New York City; the Buffalo, Saturn, University, and Country clubs of this city; and several minor organizations. He is also a trustee of the Buffalo General Hospital and the Buffalo Academy of Fine Arts.

In 1892 Mr. Irwin married Jennie A. Marsh, of Easton, Pennsylvania, a granddaughter of Andrew Reeder, the war governor of Kansas.



GEORGE R. HOWARD

Doctor Ray Vaughn Pierce, known throughout the land as an eminent physician and here at home as one of our most public-spirited citizens, was born at Starke, New York, August 6th, 1840, and received his education in public schools. Afterwards he took up the study of medicine and in 1862 was graduated from The Eclectic Medical College, of



DOCTOR RAY VAUGHN PIERCE

Subsequently he practiced medicine in Titusville, Pennsylvania, for four years, and in 1867 became a resident of Buffalo.

Soon after coming to this city Doctor Pierce started the manufacture of a prescription which he had used successfully in his practice and which he called "Doctor Pierce's Favorite Prescription." He followed the marketing of this with several other medicines, which became very well known and were an unqualified success. From these he achieved great fame throughout the country, which justified him, a few years later, in establishing the magnificent hotel

called the Palace Hotel, fronting Prospect Park, which was intended for invalids, and tourists as well. This building, erected in 1870, was destroyed by fire in 1881, and immediately replaced by one of the best-known sanitariums of its kind in the country, called the Invalids' Hotel and Surgical Institute. A staff of competent physicians and surgeons is constantly engaged at the institute, and its roster shows patients from all over the United States and Canada.

By reason of its extensive advertising and popularity, Doctor Pierce has one of the greatest mails of any business house in the country. This requires a proportionately large office force, and the Pierce institution distributes a large sum in salaries yearly.

Though deeply engrossed in his own affairs, Doctor Pierce has ever found time to take an interest in the affairs of his city and State. In 1878 he was elected State Senator, where his services were of such a high order that in 1879 he was called to a higher office. In that year he was elected to Congress on the Republican ticket, serving one term in the House of Representatives.

Doctor Pierce is widely known through his written works, most important of which is "The People's Common Sense Medical Adviser." He was for seven years president of the Proprietors' Association, and his address was always one of the features of the annual convention of that body. At his own request he was retired from that position in 1894, and was succeeded later by his son, Doctor V. Mott Pierce, who is general manager of the laboratory, the World's Dispensary, at 664 Washington Street, where all of Doctor Pierce's medicines are put up.

Mark Packard. Buffalo possesses many great business men; men whose influence is felt throughout the United States and whose names carry an element of strength and prominence. Buffalo prides herself in the residence of several such men in the coal, iron, steel, and railroad worlds. No one, however, contributes more to this source of general pride than Mark Packard, who, in recent years, has become the largest individual owner of coal lands in the entire North.

Mr. Packard was born in the Mahoning Valley in the State of Ohio, in the early sixties, and hence, is still a man of but middle age. From his youth, almost he has been associated with the coal, iron, and steel industries. In 1879 he came to Buffalo, representing some of the first coal operations in the Reynoldsville coal field. Later Mr. Packard became associated with J. G. Butler, Junior, and the son of

Governor Tod, of Ohio, in operating the Pittsburg district, until the organization of The Pittsburg Coal Company, which organization took over the works. Since that time Mr. Packard has acquired and owns some ten thousand acres in the Pocahontas field in West Virginia, a district which in the past few years has developed into one of the richest coal districts in the United States. Mr. Packard was a pioneer in that section and was instrumental in the building of some twenty or thirty coal works there from which an immense tonnage is turned out annually and marketed to the United States Navy and New England markets, to Chicago, and up the Great Lakes.



MARK PACKARD

Being a business man of such prominence, it was inevitable that Mr. Packard should become associated in other lines of business within the coal district. In the Pocahontas field he became interested in banking institutions and in financial corporations in Chattanooga and other cities. Within the past few years Mr. Packard has turned his attention to the development of the extensive coal fields of Tennessee. He is at the present time president of the Cumberland Plateau Corporation, owning twenty thousand acres; Cumberland Mountain Corporation, owning one hundred thousand acres; The Cumberland Corporation, owning approximately one hundred and fifty thousand acres; and The Cross Creek Coal Company. The coal from this field will be marketed to the Atlantic seaboard, throughout the South and the Southeastern States to the Gulf, and in the near future an outlet will be arranged to supply a market in the North and Northwest. The tonnage in Mr. Packard's coal fields aggregates several hundred million tons.

Paradoxical as it may seem, though a comparatively young man, Mr. Packard is one of the pioneers of the coal

business in Buffalo, as today there are not more than two or three of the larger operators or jobbers who were here in 1879 when Mr. Packard established himself in this city. His private offices and the offices of the several companies with which he is associated are located in the Mutual Life Building.

John G. Wickser was born in this city in 1856, and received his training in the public schools of the city of his nativity. After leaving school, at the age of sixteen, he



JOHN G. WICKSER

entered the employ of The Buffalo German Insurance Company. Four years later, in 1876, he severed this connection and entered the saddlery and harness business under the firm name of Becker & Wickser, he being the junior partner. This marked the beginning of a business career that has continued to the present day and forms no small part of Buffalo's mercantile history. At the present time he is largely interested in The Philip Becker Company, wholesale grocers, one of the city's largest and best-known mercantile concerns; is president of The Buffalo German Insurance Company, and associated with The Buffalo Commercial Insurance Company.

He has for many years been active in the Republican Party, an activity that was not marked by office-seeking on his part, but a wholesome activity that has had for its objective only the good of the party and its principles. In 1903-04 he was pressed to take the office of State Treasurer, and finally accepted, performing the duties of that important office so commendably as to cause his name to be mentioned for several of the more important State elective offices. This he discouraged, however, and came back to Buffalo to give

his whole time to his private business enterprises. In 1905-06 he served again with credit as president of the New York State Prison Commission. He is at the present time a member of the Republican State Committee and is invariably called to the party's important councils.

Mr. Wickser is a member of the Buffalo and Country clubs, the Buffalo Orphans, and several minor clubs and social societies.

Richard L. O'Donnel, general superintendent of the Buffalo & Allegheny Valley Grand Division of the Pennsylvania Railroad, whose office is located in the Brisbane Building at Buffalo, is one of the foremost railroad men in the portion of the country in which he is now located. He is primarily and essentially a thoroughgoing railroad official, having early exhibited marked ability in that direction, which has been fully developed by more than twenty years' experience with the principal railway system of the country.

Mr. O'Donnel was born November 5th, 1860, at Philadelphia, educated at the Philadelphia High School, West Point Military Academy, and Polytechnic College at Philadelphia.

Immediately upon his graduation in 1882 he entered the railroad field, where at that time there existed a great demand for men schooled in the solution of important engi-



RICHARD L. O'DONNEL

neering problems. His first service was that of rodman in the construction of the Cornwall & Lebanon Railroad, which was followed in 1883 and 1884 by duty in the Construction Department of the Pennsylvania Railroad, with which company he has been connected ever since. From 1884 to November, 1886, he was draftsman in the assistant

engineer—Office of the West Penn Division at Blairsville, Pennsylvania, from November, 1886, to March, 1887, assistant engineer in the main line office at Altoona, Pennsylvania; in 1887 to February, 1888, assistant supervisor Altoona Division at Hollidaysburg, Pennsylvania; February, 1888, to August, 1889, assistant supervisor Philadelphia Division at Lancaster, Pennsylvania. In August, 1889, after three weeks' duty on the Pittsburg Division at Johnstown, Pennsylvania, he was transferred to New Florence, Pennsylvania, as assistant supervisor, where he remained until November of the same year. From November, 1889, to April, 1891, he was supervisor of the Altoona yard; April, 1891, to December, 1894, assistant engineer on the Tyrone Division; December, 1894, to February, 1897, assistant engineer Pittsburg Division; February, 1897, to January, 1902, assistant superintendent, same division; and from January, 1902, to January, 1903, superintendent of the same division. In January, 1903, he was made general superintendent of the Buffalo & Allegheny Valley Grand Division, which position he retains at present, having served with distinguished credit in the various positions mentioned, thus attaining comparatively early promotion to high and responsible position.

Mr. O'Donnel is very well known in the social life of Buffalo, and has been actively identified with the progress of the city since his residence here. He is a member of the Buffalo, Country, Ellicott, and Park clubs of Buffalo, the Railroad Club of New York, and the Duquesne Club of Pittsburg.

Neil McEachren, treasurer of the city of Buffalo, and one of the city's most prominent pharmacists, was born in Kintyre, Argyshire, Scotland, in 1847. At the age of five years he accompanied his parents to Canada, the family settling in Ontario. There he spent his early life, in Elgin County, and received his early education in the schools of that neighborhood. At the age of twenty-one years, in the year 1869, he came to Buffalo, having previously mastered the details of the drug business in the village of Wardsville, Ontario. In Buffalo he entered the employ of William H. Peabody, who for many years conducted a drug store at Main and South Division streets. In the brief period of one year he had so completely mastered his work that his employer showed no hesitation in giving the young man complete charge of another drug store under his control, at Main and Chippewa streets. There Mr. McEachren remained for a number of years.

In 1878 the subject of this sketch went to New York City, practicing his profession there for a period of four years. In 1882 he returned to Buffalo, and four years later entered into business for himself, inaugurating a pharmacy at the corner of Vermont and Fifteenth streets. A few years later he removed to the store on the opposite corner, where he has since carried on a highly profitable and constantly increasing trade.

It is through his creditable association with the city government, however, that Mr. McEachren is more widely known. For many years he has been identified with the Republican Party, and his service to that party on ward

and district committees has always been of the highest order. He was recognized by the voters in 1893, when he was elected to the Board of Supervisors from the old Twenty-third Ward, taking his seat in January, 1894. For six years he continued as a member of that board, and at the end of that time, in 1899, he was elected to the Board of Aldermen. During his term in that office he represented the old Twenty-third Ward, now the Twenty-second, in a highly creditable manner. His reputation for integrity, uprightness, and stability of purpose was recognized by his colleagues, and he was selected for Chairman of the Common Council, and in 1905, Chairman of the Board of Aldermen.



NEIL McEACHREN

In 1907 Mr. McEachren was induced to accept the Republican nomination for City Treasurer. He was elected by a flattering majority, and his record has been such as to indicate that the public will continue to demand his service after the expiration of his present term.

As a business man and a public officer he is extremely well known and respected throughout the city. His fraternal affiliation is with the Masonic fraternity, with membership in several other fraternal and social organizations.

In 1881, Mr. McEachren married Miss Frances L. Steele, of this city. Mr. and Mrs. McEachren have one son and two daughters.

Francis G. Ward has been especially fitted by much travel and contact with great engineering problems, for the position of Commissioner of Public Works of the city of Buffalo, which position he has now filled for several years in a very creditable manner.

Mr. Ward was born March 8th, 1856, in Cayuga County, near Jordan, New York. His early youth was spent at his birthplace, the homestead on the land grant made to Colonel John Ward by the State of New York, for distinguished service in the War of the Revolution. His supplementary training he received in the Rectory School at Hamden, New Haven, Connecticut, which he entered in 1864.

In September, 1866, Mr. Ward was sent to the Institution Consin and Lycee Bonaparte, in Paris, France, returning to the Rectory School in Hamden in 1870, where he prepared for Yale. He passed the Yale examinations in 1874, and then returned to Paris, where he attended, as an externe, the lectures at L'Ecole des Ponts et Chaussées for two years.



FRANCIS G. WARD

In 1875 Mr. Ward came to Buffalo in the employ of The Laffin & Rand Powder Company as agent, with which company he remained until 1877. In that year he entered the employ of The New York Central & Hudson River Railroad Company as yardmaster at the Forty-second Street Station in New York City. He served as yardmaster, dispatcher, and assistant superintendent under general manager John M. Toney. This association was discontinued in 1885.

At this juncture Mr. Ward's activities began to be felt in a much broader field. In December, 1885, he was appointed general manager of The Panama Railroad Company on the Isthmus of Panama, in which capacity he served until August, 1887, when he was transferred to the general office of the company in Paris as manager.

The following year he was appointed engineer in charge of the surveys of the Turkish Asiatic Railways (Scutari-Ismid) to Damascus and the Persian Gulf.

In 1890 Mr. Ward returned to Buffalo. He assumed charge of the Water Bureau of the Department of Public Works in 1896, having been appointed to that responsible position by Mayor Jewett. In this capacity he served until, in 1898, at the outbreak of the Spanish-American War, he was commissioned lieutenant-colonel of the One Hundred and Second Regiment of New York State Volunteers and went to the front with that organization. The regiment served in Cuba with the army of occupation and was mustered out at Savannah the following year.

When Colonel Ward returned to Buffalo the Department of Public Works had been made a single-headed commission and elective. He was nominated for Commissioner of Public Works in 1900 and elected; re-elected in 1901 for two years, and again in 1903 for four years. In 1907 Colonel Ward was again elected to that important position by a large and flattering majority.

The successful administration of the four bureaus, namely, Engineering, Water, Buildings, and Streets of the Department of Public Works under a single Commissioner has been accomplished and sustained by the untiring energy and indefatigable attention to details given to the work by Colonel Ward. What has been accomplished by the city of Buffalo in properly controlling public service corporations and in proper taxation of the corporations under the State franchise tax law, has been accomplished by reason of the knowledge of the Commissioner as to values, service requirements, and the enforcement of the laws and ordinances impartially, but with absolute regularity and fairness.

Henry P. Emerson, though he will always be known and remembered as a good friend and wise counselor, will be best remembered as the father of Buffalo's excellent school system. For fifteen years he has held the important post of Superintendent of Education, during which time he has brought the schools of Buffalo to a remarkably high state of efficiency. At this writing he is still the incumbent of that important post.

Mr. Emerson was born in Lynnfield, Massachusetts, in an atmosphere of learning that no doubt had great effect on his after life. He received his early training in the schools of that town, later attending Phillips Academy at Andover, Massachusetts, and finally graduating, with the degree of A.B., from the University of Rochester. Three years later he received the degree of M.A.

In 1874 he was married to Mary A. Estey, of Middleton, Massachusetts. He first taught Greek and Latin in the State Normal School at Potsdam, New York, and in 1874, in the year of his marriage, came to Buffalo to accept the position of teacher of Greek and Latin in the Buffalo Central High School. In 1883 he was appointed principal of the Central High School to succeed Professor Spencer, who had occupied the post for twenty years. Through Mr. Emerson's efforts an appropriation of sixty thousand dollars was made for the enlargement of the old building. The great increase in attendance in the next few years amply justified this.

In 1892 the Republican Party made Mr. Emerson its candidate for the position of Superintendent of Education. His first campaign proved successful, and he was elected by a large majority. He has been retained at each recurring election, and the popularities he has received show how high he is in the public's confidence and esteem.



HENRY P. EMERSON

As Superintendent of Education Mr. Emerson has made a study of the most effective methods of imparting knowledge to the young. So successful has he been with his methods that he is yearly called into important councils of the nation's educators, where his words have great weight with his colleagues. The improvements he has made during his tenure of office may be classified under two heads:

1. Measures designed to increase the efficiency of the elementary schools and to improve the attendance. Among the innovations under this classification instituted by Mr. Emerson are the reduction of the elementary course from ten to nine years, the preparation of a new and better course of study, the introduction of new and improved text-books furnished by the city, the adoption of an adequate system of school supervision, the elimination of useless examinations, a more flexible system of promotion, the introduction of training schools and kindergartens, a better enforcement of the attendance laws, and, finally, the transformation of a weak system of evening schools into a real and effective educational agency.

2. Measures designed to improve the teaching force of the city. Under this classification come his measures intended to raise the qualifications demanded of those desiring to teach and the establishment of the teachers' pension fund. During his years in office Mr. Emerson has seen thirty elementary schools and three high schools come into

being, many of them hastened by his efforts. He has also seen innumerable enlargements in the school buildings, many of them made to meet conditions which he anticipated and which time has fully justified.

Mr. Emerson is a member of the Alpha Delta Phi and Phi Beta Kappa college fraternities, the Free and Accepted Masons, the Buffalo Historical Society, the Buffalo Society of Natural Sciences, and the Liberal, University, and Saturn clubs; is a former president of the State Council of School Superintendents, of the New York State Teachers' Association, and the Department of Superintendence of the National Educational Association. He is an author of considerable note, having written a work called "Latin in the High Schools" published by C. W. Bardeen, of Syracuse, and a series of text-books on the English language and grammar, published by The Macmillan Company, of New York. The latter is used in many schools of this and other States of the Union.

George D. Emerson, Commissioner of Elections, is a representative of one of Erie County's oldest families, his grandfather, Nathaniel Emerson, who served in the War of 1812, having settled in this county in April, 1804. The subject of this sketch was born at Abbott's Corners, Erie County, December 4th, 1847, the son of Nelson Emerson and Martha J. Brayman. His uncle, General Mason Brayman, was an early Buffalo editor, a distinguished leader in the Civil War, and later became Governor of Idaho. On



GEORGE D. EMERSON

his mother's side the family history dates back through the pioneer days, to the first immigrant in Connecticut in 1632.

Mr. Emerson came with his parents to Buffalo in 1852 and was afforded a public school education. Later he graduated from the old Buffalo Central High School, then as now a celebrated institution of learning.

After his graduation Mr. Emerson occupied several minor clerkships, finally entering the employ of the New York Central & Hudson River Railroad in May, 1874, remaining with that corporation until October, 1887, when he became connected with the Central Traffic Association, with headquarters in this city.

He has ever been an ardent Republican and a man of great party worth. He was secretary of the Republican General Committee of Erie County from January, 1895, until June, 1904, where his service was most creditable. During the census of 1890-91 he was appointed a special agent of the United States Census Bureau, in which his service was also such as to elicit commendation. He was chief deputy clerk of the New York State Senate from January, 1894, until the close of the session of 1904. When the office of Commissioner of Elections was created, to take effect May 1st, 1904, Mr. Emerson was the most prominent candidate, received the appointment, and has held the office ever since, to the great satisfaction of the State departments and citizens generally.

Mr. Emerson has always been deeply interested in Niagara Frontier history and is today one of the best authorities on the early days in western New York. He is secretary of the Niagara Frontier Landmarks Association, a member of the Buffalo Society of Colonial Wars, the Buffalo Historical Society, and Washington Lodge, Number 240, F. and A. M. He is a favorite and much-sought-for speaker on Frontier history.

On December 11th, 1872, Mr. Emerson was married to Miss Susan K. Corwin, of this city, and on December 11th, 1907, they celebrated the thirty-fifth anniversary of the wedding.

James Smith, prominent in the political life of Erie County as well as in its business and industrial life, is one of a number of men of influence in Buffalo who began their business life in the stock yards of this city. As a boy he was in charge of stock trains coming from Chicago to Buffalo, and thence to New York and the seaboard. He grew up in this business, and hence it is not strange that his first business association was the formation of a live stock trading firm, which is widely known as Schintzius & Smith, the largest wholesale dealers in milk cows in the United States.

A man of strong character, he naturally became a power in the political affairs of his own locality. He is, as he says himself, a democrat by birth, inclination, and surroundings, and he has made the Seventh Ward, in which his business is located, one of the strongest Democratic wards in the city of Buffalo. For a number of years he served as State Committeeman for the Forty-eighth Senatorial District, which comprises what is known as the East Side, and for nearly fifteen years he represented the Fifteenth Ward in the Board of Aldermen.

When the question of selecting a candidate for sheriff for the Democratic ticket came up in 1905, the real Democratic leaders in Erie County settled the problem without any trouble. It was unanimously agreed that the subject of this sketch would be the most desirable nominee, if he

could be induced to accept the nomination. A number of candidates, including Herbert C. Smith, were named. Mr. Smith was nominated by the Democratic ticket, and carried by a substantial majority a very strong and general thing, strongly Republican.



JAMES SMITH

Sheriff Smith was born in Troy, New York, in 1857, and came to Buffalo with his parents when he was but eight years old. All his business life has been spent in the cattle business, and perhaps there is no one better known to the cattle men of New York and Chicago.

Fred O. Murray is a native of Buffalo, and found his success on his native heath. He was born in this city January 30th, 1855, and received his education in the public schools. After leaving public school he became associated in the house-furnishing business with William Woltge at number 319 Main Street. Upon Mr. Woltge's retirement Mr. Murray became associated with Weed & Company, hardware dealers, one of Buffalo's oldest business concerns, with whom he served seventeen creditable years in one of the most important posts in the firm's employ.

While actively engaged in business Mr. Murray found time to interest himself in politics, and became one of the best-known and most staunch Republicans in the city. He left the employ of Weed & Company to accept a position in the State Excise Department, which he soon left to become Deputy Treasurer of Erie County. This position he held for two years.

During his tenure of office he gained a wide acquaintance, which was later to show its appreciation of him by elevating him to a position of greater trust. He was nominated for Treasurer of Erie County and elected by a flattering

...at more than five thousand votes, a record nearly unprecedented at the time. While serving the people in this capacity he was selected by President Roosevelt for the position of Collector of Customs for the District of Buffalo Creek in February, 1906. This position he is now filling with



FRED O. MURRAY

credit to himself and in a manner thoroughly vindicating the confidence his large number of friends repose in him.

Mr. Murray was for twenty years committeeman from the old Twenty-second Ward and for a number of years served on the Republican Executive Committee. He is a member of Hiram Lodge, Number 105, Free and Accepted Masons; Buffalo Chapter, Number 17, Royal Arch Masons; Lake Erie Commandery, Number 20, Knights Templar; Ismailia Temple, Nobles of the Mystic Shrine; and all bodies of the Scottish Rite. He is also a member of the Benevolent and Protective Order of Elks and the Buffalo Aerie of the Fraternal Order of Eagles. He is prominently identified with the Acacia and Ellicott clubs, the Chamber of Commerce, and other organizations.

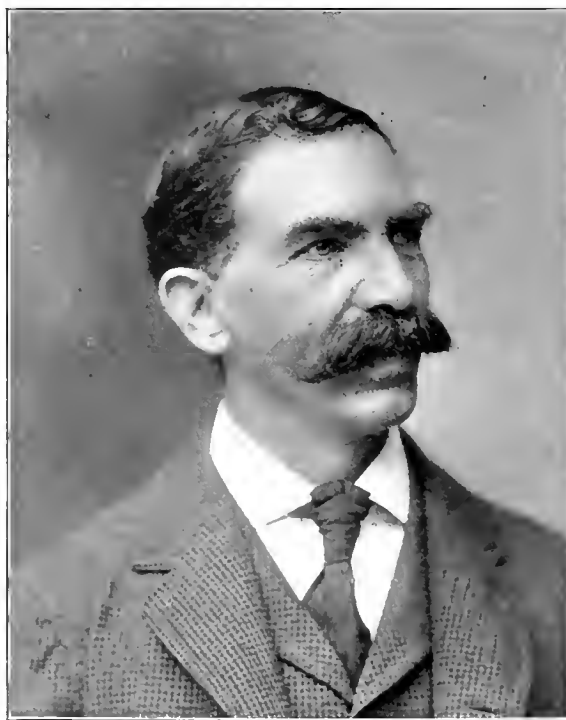
Charles F. Sturm, Auditor of Erie County, is a native of Buffalo, having been born here December 16th, 1857. His education was received in the public schools of the city, from which he graduated in 1874.

After his graduation Mr. Sturm entered the furniture business which for many years had been conducted by his father. This association of father and son continued until 1886, when his father retired from the concern and its entire control passed into the hands of the subject of this sketch. In 1900 ill health compelled Mr. Sturm to retire from the furniture business, and he disposed of all his mercantile interests.

The following year he was induced to take the commission of Deputy United States Marshal under United States Marshal William R. Compton. This office he filled for three years in such a creditable manner as to elicit commendation from his superiors. In 1903 he was prevailed upon to resign his commission under Mr. Compton and accept the Republican nomination for County Auditor. His party anticipated a much more than normal vote for Mr. Sturm, but his actual majority of 6,580 by far exceeded their expectations. He was again elected to that post by a flattering majority (11,364) in 1907.

The record of Mr. Sturm's service as County Auditor, is one of the refreshing bits of Buffalo's political history. Reforms were instituted and new systems devised by the new incumbent to the end that the aggregate saving to the taxpayers was very large.

In spite of his success as a public official Mr. Sturm has never made a business of politics, and his friends relate that when the nomination for County Auditor was tendered him he accepted with the greatest reluctance. His record, however, has been such that it has elicited heartiest praise from Buffalonians, irrespective of party.



CHARLES F. STURM

Charles J. Fix, Treasurer of Erie County and former Alderman from the Fifteenth Ward, was born in this city July 11th, 1856. He is the descendant, on both his father's and his mother's side, of sturdy German stock from Baden, Germany, where many representatives of the family still live. His father, Nicholas Fix, was born in Amt Wolfagh, Baden, in 1812, and while very young acted as postillion for the government stagecoach there. In 1850 he married Victoria Meyer, of Schmellingen, and the same year they

came to America. The journey from Havre to New York occupied sixty-five days and was fraught with the dangers incidental to travel in that early day. Leaving New York for the then great West, they took passage on an Erie Canal packet and came to Buffalo, where the subject of this sketch



CHARLES J. FIX

was born. The elder Fix, one of Buffalo's pioneer citizens, died in 1882. His widow still survives.

Charles J. Fix received his education in Saint Louis Parochial School, where he remained at his studies until he reached the age of twelve and was apprenticed to the printer's trade in the office of the old *Buffalo Courier*. Later he worked at the type cases on the *Evening Post*. At the age of twenty-one he took charge of the circulation and advertising departments of the *German Sunday Tribune* and the *Daily Arbeiter Zeitung*. Subsequently he entered the general advertising business and published the Adelphi Theater program.

In 1881 Mr. Fix left the newspaper and advertising field and became associated as chief clerk with the late Henry Garono, who conducted a large hardware establishment at 563 Main Street. Mr. Fix served for ten years in this capacity, until 1892, when he entered the hardware business for himself at 808 Main Street. The business builded, until today it is one of the best-known retail hardware stores in Buffalo.

Mr. Fix has been a Republican since he came of voting age, and has taken a most active part in the affairs of his party. Many times his fellows have wisely recognized his party worth, and he has been repeatedly elevated to positions of trust. In 1903 he was the Republican candidate for Alderman from the Fifteenth Ward and was elected by a flattering majority. At the end of his term he was reelected,

although the Democratic ticket for Mayor, the Honorable J. N. Adam, carried by a plurality of one hundred and thirty-nine. During his service on the Board of Aldermen Mr. Fix served as chairman of the Committee on Lamps and as a member of the committees on Finance, Schools, Streets, Vacant Lots, Assessments, Police, Licenses, and Investigation.

March 6th, 1906, the office of Engineer and Treasurer becoming vacant through the resignation of F. O. Murray, Mr. Fix was appointed by Governor Higgins to fill out the term of office expiring January 1st, 1907. The city again showed her faith in Mr. Fix by electing him to the office for a full term of three years, which position he now holds.

Mr. Fix is a member of the Knights of Columbus; Number 23, B. P. O. Elks, the Catholic Benevolent Legion, the Catholic Mutual Benefit Association, the Buffalo Orphans, the Buffalo Saengerbund, and the Turn Verein. Socially he is prominently identified with the Amiens Club, the oldest social club in the city, which elected Mr. Fix treasurer successively for several years. He has been a lifelong member of Saint Louis Church and in 1888 was elected a member of its board of trustees, which trusteeship he has since retained, having served one year, 1905, as its president. Since 1894 he has been identified with the directorate of the German Roman Catholic Orphan Asylum and is now acting as chairman of the press committee of that institution. He is a director of the Freehold Savings and Loan Association, having twice served as its treasurer, and vice-president of the American Savings Bank. He is also a member of the Buffalo Chamber of Commerce.

November 27th, 1877, the subject of this sketch was married to Adaline E. Georger, daughter of Louis and Filisie Gentilhomme Georger, of this city. Mr. and Mrs. Fix have three children—William C., Arthur J., and Grace M. Fix.

George B. Bassett, son of Charles R. and Elvira Rogers Bassett, was born in Ballston, New York, June 17th, 1861, and is a descendant of William Bassett, who came to Plymouth, Massachusetts, in the ship *Fortune*, in 1621.

He was educated in the public schools of Brooklyn and Watertown, New York, also took a special scientific course at Yale College, under Professor Norton. After completing his course at college, he was engaged in the City Engineer's office, at Watertown, New York, with Frank A. Hinds, City Engineer and Water Commissioner. He was also engaged as civil and hydraulic engineer on various public works until October 4th, 1886, when he removed to Buffalo and formed a copartnership with his brother, Edward M. Bassett, under the firm name of Bassett Brothers, engineers and contractors of municipal waterworks. This partnership was carried on very successfully until October 26th, 1892, when the firm was dissolved by mutual consent.

As civil and hydraulic engineer, Mr. Bassett has prepared plans or superintended the construction of over fifty public water supplies in the United States and Canada.

In 1892 Mr. Bassett organized and became president

and manager of The Buffalo Meter Company, manufacturers of water meters, which position he still holds.

Mr. Bassett is a member of the American Society of Civil Engineers, the American Waterworks Association, and the New England Waterworks Association, and president of the Engineers' Society of Western New York.



GEORGE B. BASSETT

January 8th, 1890, he was married to Miss Anna Kingman, daughter of Doctor Charles M. Kingman, of Palmyra, New York. They have two sons—Charles K., born June 12th, 1891, and Robert S., born March 19th, 1894.

Engineers' Society of Western New York.—On November 27th, 1894, in response to a circular letter, fourteen civil, mechanical, and electric engineers met in a committee room in the Buffalo City Hall, to consider the advisability of forming a local engineering society. It was decided to name the society "The Engineers' Society of Western New York."

On December 19th, 1894, the second meeting was held, a constitution was adopted, and officers were elected, as follows: George E. Mann, president; Edward B. Guthrie and Walter McCulloh, vice-presidents; George R. Sikes, secretary and treasurer; George B. Burbank and Charles M. Morse, directors.

November 21st, 1895, the society was granted a charter by the Regents of the University of the State of New York.

The presidents of the society have been as follows: George E. Mann (deceased), 1895, 1896; George A. Ricker, 1897; Wallace C. Johnson (deceased), 1898, 1899; William

A. Haven, 1900, 1901, 1902; Samuel J. Fields, 1903; Charles E. P. Babcock, 1904; George H. Norton, 1905; Louis H. Knapp, 1906; Soren M. Kielland, 1907.

The officers of the society for the year 1908 are as follows: George B. Bassett, president; Thomas J. Rogers, secretary; Dennison Fairchild, treasurer; William A. Haven, librarian.

The membership of the society consists of most of the members of the American societies residing in this vicinity, besides many other engineers who have been engaged in the water power and electrical development at Niagara Falls, and in the manufacturing, transportation, and other developments that have taken place in Buffalo and other parts of western New York.

The papers and discussions at the meetings of the society pertain to engineering and other technical matters in which the members are peculiarly interested.

It is not too much to say that the friendships formed and the mutual exchange of ideas at the meetings of the society have aided largely in removing obstacles and facilitating the carrying out of the great engineering developments that have taken place in western New York in recent years.

Henry P. Burgard, one of Buffalo's prominent citizens, and actively identified alike with her business and public affairs, was born in this city in June, 1861. He was the son of Peter Burgard, a native of Germany, who came to this country in 1835, and, settling in Buffalo, became in later years one of the best-known residents of the East Side. The younger Burgard received his schooling in the grammar schools of the city and at the Central High School. His entrance into the business world had its inception in the form of a partnership between himself and his brother, engaging in the coal and wood trade, with an establishment on Walden Avenue.

Mr. Burgard continued in this association until 1895, when he started out for himself in the general contracting business, which he has followed until the present time. For some years past he has made a specialty of street paving and has fulfilled some highly important contracts in Buffalo and neighboring cities. His business enterprises also include the other branches comprised in the term general contracting, and his establishment on Lothrop Street is now recognized as one of the largest in the city if not in the State.

As an evidence of the importance of Mr. Burgard's standing in the commercial world, it may be pointed out that in September, 1898, he received the contract for street cleaning in this city. During the years that he has been in control of this branch of the municipal street system most excellent work has been done under his direction.

Aside from his business position Mr. Burgard is one of the best-known Democrats in New York State. He was in 1891 elected Alderman from the old Eighteenth Ward, and served his term with an enviable record. He has been a member of various local Democratic bodies, has served as a delegate to several State conventions, and during the past year was appointed Democratic State Committeeman.

Mr. Burgard is a thirty-second degree Mason, and is a member of Erie Lodge, Free and Accepted Masons, the Buffalo Consistory, and other Scottish Rite bodies.

BENCH AND BAR.

BEN CARLETON SPRAGUE, for half a century the leader at the Erie County bar and one of the State's most distinguished men, was born in Bath, New Hampshire, November 26th, 1822. His father, Noah Paul Sprague came to Buffalo in 1825, the family following a year later. Hence it may be said that Mr. Sprague was a lifelong resident of Buffalo—a long life full of kindly deeds and good influences that will forever be felt by his posterity. He was one of a coterie of polished gentlemen of the old school who, at the time, gave their dignified presence to the growing town and who had much that was good to do with shaping its destinies.

At the age of fifteen Mr. Sprague entered the Phillips-Exeter Academy and prepared for Harvard, which institution he entered in 1839, graduating with the class of 1843. He then entered the law office of Fillmore & Haven in this city, at the time one of the most distinguished legal partnerships in the country. Here he received admirable training, well fitting him for the long and useful life before him. He was admitted to the bar in 1846, and immediately entered upon the practice of his profession. Thus he continued to the end of his life one of the ablest and most prominent lawyers of his time.

In 1852 he was appointed attorney for The Great Western Railroad Company, later, in 1854, taking the same duties for the Grand Trunk Railway. To this distinguished clientele was added a number of other large concerns, including the Erie County Savings Bank, The International Bridge Company, and The New York, Lake Erie & Western Railway Company. During the period of his greatest activity he was associated for a number of years with the firm of Sprague, Morey, Sprague & Brownell.

His high standing in the community and his wide knowledge of law made him particularly desirable to fill important state offices, and he was repeatedly solicited to accept nominations. In every instance, save one, he declined. In 1875, when there was a vacancy in the Senate, he was solicited and filled the chair for a single session. During that brief service he distinguished himself by delivering a notable speech favoring reduction of tolls on the Erie Canal. Although his fitness for the place was plainly apparent and he was cordially solicited to retain the chair, he declined, and never after appeared in the Legislature

of the State. He was, however, very active in the public life that had bearing on the fortunes of his adopted city. He was a valued member and trustee of the Children's Aid Society, the Charity Organization Society, and the Society for the Prevention of Cruelty to Children. He was at one time secretary of the Buffalo Orphan Asylum, to which he gave much time and attention. He was president of the Harvard Club from the time of its organization in western New York in 1881. As a member of the Civil



BEN CARLETON SPRAGUE

Service Reform Association he contributed greatly to the success of its motives. Mr. Sprague was also president of the Young Men's Association, that later became the Buffalo Library Association, and also the executive head of the Buffalo Club. In the autumn of his life he was signally honored by his alma mater, the degree of Doctor of Laws being conferred upon him by Harvard University in 1892.

Mr. Sprague died February 14th, 1895. The end came peacefully and in a manner eminently befitting a man whose life had been one of such beauty and purity. He was reading aloud to his wife from his favorite poet, Shelley, when the fatal attack came. He died the following day.

During his long life Mr. Sprague delivered many notable addresses and prepared many essays of much value to posterity. Most of these have been published in pamphlet form and are now available in the Buffalo Library, the institution of which their writer was once president. One, of particular interest and value to the younger generations is "Lessons from the Life of Benjamin Franklin. Written for the Young People of Buffalo."

Carleton Sprague, son of Eben Carleton Sprague, was born in Buffalo December 24th, 1858. He graduated from Phillips-Exeter Academy in 1877 and from Harvard University in 1881, being ivy orator of his class. He entered the employ of The Buffalo Pitts Company in 1882, and became vice-president in 1883, treasurer in 1887, and president in 1891. In 1907 he resigned as president and retired from active business, being now chairman of the board of trustees of the company.

He was one of the board of directors of the Pan-American Exposition of 1901 and a member of the executive, buildings and grounds, and fine arts committees. He was president of the Buffalo Fine Arts Academy, 1906 to 1907, is vice-president of the Buffalo Society of Artists, president of the Buffalo Association for the Blind, president of the Buffalo Harvard Club, trustee of the Charity Organization Society, member of the council of the University of Buffalo, and dean of the Saturn Club. In 1905 he published two editions of a poem entitled "The Mission of Beauty."

James M. Smith. Among names honorably enrolled in the history of Buffalo, a prominent place belongs to that of the late Honorable James M. Smith, eminent alike as a jurist and a citizen, a leader of the Erie County bar, and for many years Judge of the Superior Court of Buffalo. With judicial abilities Judge Smith united those of a business man and financier. He was a man of marked public spirit, a friend of religion, charity, and education, and a lover of art and culture, and few Buffalonians of his time were so broadly identified with the interests and institutions of the city.

Judge Smith came of sterling New England stock, being a descendant of the Reverend Henry Smith, an English clergyman who came to America in 1634 and was the first minister at Wethersfield, Connecticut. His son was Samuel Smith, of Northampton, Massachusetts, father of Ebenezer Smith, of Sudfield, Connecticut, who was the father of Nathaniel Smith, of the same place, whose son, also named Nathaniel, lived at Pawlet, Vermont, and was the father of the Honorable Harvey D. Smith, father of the subject of this sketch. By his paternal grandmother, Sarah Douglas, Judge Smith was descended from the famous Douglas family of Scotland. The Honorable Harvey D. Smith, father of Judge Smith, was a merchant and a lead-

ing citizen of East Poughkeepsie, Vermont, and served several terms in the Vermont Legislature. In 1824 he removed to Gouverneur, Saint Lawrence County, New York, where he died in 1864. He married Harriet Murdock, a descendant of John Murdock, a wealthy merchant of Limerick, Ireland, who lived at the time of the Civil War of 1688.

James Murdock Smith was born at East Poughkeepsie, Rutland County, Vermont, on the twenty-third of August, 1816. His education was begun in the schools of his native town and continued at the Academy at Gouverneur, New York, whither in boyhood he accompanied his parents.



JAMES M. SMITH

After graduating from his academic course he became a law student in the office of Bishop & Thompson, at Granville, Washington County, New York. In 1835 he went to Albany, where for two years he was managing clerk in the office of the Honorable Edward Livingston, then District Attorney. In 1837 he was admitted to the bar.

In February, 1838, Mr. Smith removed to Buffalo, where he engaged in the practice of his profession. He was a young and enterprising lawyer, and soon became known as a rising man at the bar. On coming to Buffalo Mr. Smith formed a law partnership with Henry W. Rogers and John J. Leonard, being afterward successively associated as partner with Mr. Leonard, with James Smith, and again with Mr. Rogers, the latter connection continuing for a number of years, the firm attaining distinction and carrying on a large business. In 1848 Mr. Smith became the partner of Solomon G. Haven, the former partner of Millard Fillmore, under the firm style of Haven & Smith.

Mr. Smith's practice had thrown him into contact with some of the leading financiers of Buffalo, and he had exhibited such marked ability in financial affairs that in 1856 he was induced temporarily to abandon the law and take charge of White's Bank as cashier. A year later, when the Clinton Bank was founded, he was chosen cashier of that institution, with which he continued till 1861. The period was one of the most trying in the financial history of the country, and Mr. Smith's record as official and legal adviser of these two important banks stamped him as one of the ablest bankers in western New York.

On retiring from banking, Mr. Smith, with that noted lawyer the Honorable John Ganson, established the law firm of Ganson & Smith, an association which immediately took rank as one of the foremost law partnerships in this section of the State. It may, indeed, be said that no Buffalo lawyers ever did a larger or more profitable business or had greater interests committed to their care than Messrs. Ganson & Smith. They were consulted by individuals and corporations, had an immense court and office practice, and often without the intervention of the courts brought about amicable settlements in matters of great import. Mr. Smith was preëminently an authority in questions relating to real property, wills, estates, and trusts, and to this day his influence and legal talents survive in the community through the testamentary dispositions of some of our large estates, made under his advice and guidance.

In 1873, on the death of the Honorable Isaac A. Verplanck, one of the judges of the Superior Court of Buffalo, Mr. Smith was appointed to fill the unexpired term. This honor was followed in 1874 by his election to the Superior Court bench for a term of fourteen years. The tribunal over which Judge Smith now presided had in the city of Buffalo a jurisdiction equal to that of the Supreme Court, and as a judicial officer he disposed of a vast amount of general litigation besides trying a large number of the most important cases at any time brought to issue in Erie County. Of wide experience, profound legal attainments, and absolute fairness of mind, he was preëminently qualified for the bench. His labors were arduous, but his industry was always equal to the demands upon it, and his opinions and decisions remain a permanent monument of his discernment and research. Judge Smith retired from the bench on the first of January, 1887, having reached the constitutional age limit allowed for judicial service. On this occasion the lawyers of Buffalo, in token of their respect and esteem, tendered him a complimentary banquet.

Judge Smith was always keenly interested in charitable, religious, and educational causes, and art interests, and contributed liberally to them. He also took an active part in general affairs of public moment. He was chairman of the commissioners who built the City and County Hall, and served as chairman of the citizens' committee for the erection of the soldiers' and sailors' monument. He drew the deed which conveyed to the city the Jesse Ketchum Memorial Fund, to provide gold and silver medals for the best pupils of our public schools, and for many years served as president of the Board of Trustees in charge

of the fund. In 1873 Hagar College conferred on Judge Smith the degree of LL. D. Soon after coming to Buffalo Judge Smith became a member of Trinity Church, which he long served as vestryman and lay reader. He was one of Buffalo's most prominent Episcopalians, and in 1874 appointed chancellor of the Diocese of Western New York, and represented the diocese at many of the triennial general conventions of the Protestant Episcopal Church.

In June, 1840, Judge Smith married Martha Washington Bradley, daughter of Elias Bradley, of Buffalo. She died in May, 1844. In June, 1845, Judge Smith was married to Margaret Sherwood, daughter of John P. Sherwood, of Vernon, Oneida County, New York. The children of the union are Philip Sherwood Smith and Margaret L., wife of Robert P. Wilson.

The death of Judge Smith occurred on the twenty-seventh of November, 1899. The feeling occasioned by the sad event was, through its depth and universality, evidence of the place the deceased had occupied in the hearts of his fellow-men. Judge Smith was both esteemed and beloved by our community. His character illustrated a rare union of practical talents, the higher intellectual gifts, and those traits whose gentle and refining influences alike elevate and adorn a career.

John Raymond Hazel. The Honorable John Raymond Hazel was born in Buffalo December 18th, 1860, and received a common and private school education. He showed an inclination toward law and entered the office of



JOHN RAYMOND HAZEL

James C. Fullerton, then Assistant City Attorney. He was admitted to the bar April 7th, 1882, soon after reaching the age of twenty-one years.

After he had been admitted to practice he became a partner of his former employer, Mr. Fullerton, forming the firm of Fullerton & Hazel. Afterwards this firm was augmented through the admission of the Honorable Tracy C. Becker, the firm name becoming Fullerton, Becker & Hazel, and attained much more than local fame as a legal organization of high order. This partnership continued for eight years, at which time Mr. Hazel became associated with Frank A. Abbott, who is District Attorney for Erie County at the present time. This association continued until Mr. Hazel's appointment by President McKinley on June 5th, 1900, to be United States District Judge for the Western District of New York.

Mr. Hazel has always been an active Republican, ardent and zealous in his work for his party. In 1891 he was nominated by the Republican Party for member of the State Assembly and came within one hundred and fifty votes of election, cutting down the former Democratic majority of fifteen hundred. In 1894 he was appointed by Comptroller Roberts to be Commissioner of Corporation Taxes. In 1892 he was elected a member of the Republican State Committee and appointed a member of the Executive Committee. Thereafter he was reelected, successively, as State committeeman for the Thirty-second Congress District, until his appointment to the Federal bench.

In 1896 and 1900 he was elected delegate to the Republican national conventions at Saint Louis and Philadelphia, respectively. During the sad days incident to the death of President McKinley, the duty devolved upon Judge Hazel of delivering the constitutional oath to President Roosevelt, which he did in the parlor of the Wilcox house in Delaware Avenue.

Judge Hazel's social activities extend to nearly all the prominent social and political clubs in Buffalo and many in New York. He is a member of the Buffalo, Ellicott, and New York Republican clubs, and of the State and local bar associations.

June 26th, 1902, Judge Hazel was married to Miss Elizabeth G. Drake.

Charles B. Wheeler. The Honorable Charles B. Wheeler, Justice of the Supreme Court, was born at Poplar Ridge in the town of Venice, Cayuga County, New York, December 27th, 1851, the son of Cyrenus and Jane Barker Wheeler. The parents were members of old and distinguished families, and Cyrenus Wheeler was a considerable factor in the agricultural development of New York State. Probably his greatest service was the invention of the famous Cayuga Chief mower and reaper, which attained great popularity, not alone among the farmers of New York State but also with those pioneers who went to carve their fortunes out of the boundless farming lands of the great West. Cyrenus Wheeler also made many improvements on other agricultural implements, that served a great purpose at the time, and he is, indeed, to be ranked with the McCormicks and others of the time who made the agricultural development of the country much easier than it would otherwise have been.

Cyrenus Wheeler was president of The Cayuga Chief Manufacturing Company until its consolidation with D. M. Osborne & Company, with which Mr. Wheeler continued as vice-president. He was Mayor of Auburn, New York, for four terms, his death occurring in that city March 24th, 1899.

Charles B. Wheeler, the subject of this sketch, received his education in the Auburn High School and Williams College, from which latter institution he graduated in 1873. After his graduation he came to Buffalo and studied law in the office of Sprague & Gorham, continuing with their successors, Sprague, Gorham & Bacon. In 1876 Mr. Wheeler was admitted to the bar, and immediately entered upon the practice of his profession. In 1882 he became a member of the firm of Bowen, Rogers & Locke, remaining with that firm for three years, when he began practice for himself.



CHARLES B. WHEELER

Justice Wheeler was appointed a member of the Civil Service Commission in 1889 by Mayor Becker, and filled this position for ten years most creditably. From 1891 until the expiration of his term he was chairman of the board and devoted his energies to Civil Service reform. He was again appointed to the board and served another term of three years.

Mr. Wheeler has ever been a staunch Republican, and his service to his party has always been of a high and dignified order. Upon the resignation of Supreme Court Justice Daniel J. Kenedick the demand that Mr. Wheeler be his successor was so general that his appointment followed as a matter of course, and he assumed the duties of that office December 1st, 1906. The preceding June he had been appointed by Governor Higgins to be a member of the commission to revise the State tax laws. This position he resigned upon ascending the bench.

In September, 1907, Justice Wheeler was placed in nomination for Justice of the Supreme Court for the full term of fourteen years, being endorsed not only by his own party but by the Democrats of the Eighth Judicial District, and by the Independence League as well.

June 28th, 1883, Mr. Wheeler was married to Frances Munro Rochester, daughter of the late Doctor Thomas F. Rochester and Margaret De Lancey, of Buffalo. There are two children, Thomas Rochester Wheeler and Jane Barker Wheeler.

Ansley Wilcox was born in Summerville, Georgia, January 27th, 1856, the son of the late Daniel Hand and Frances Louisa Wilcox, nee Ansley. He is a descendant of John Willcocks, an Englishman, who settled in Hartford, Connecticut, in 1636. Hence the subject of this sketch is representative of one of America's oldest families.

Mr. Wilcox received his early education at the Hopkins Grammar School, in New Haven, Connecticut, then entering Yale University, from which he was graduated in 1874. Then followed a short course in Oxford University. Returning to this country, he settled in Buffalo, and in 1878 was admitted to the bar.

In 1882 he became a member of the firm of Crowley, Movius & Wilcox. In the following year the firm was changed to Allen, Movius & Wilcox, and as such it remained



ANSLEY WILCOX

until 1892, when it became Movius & Wilcox. In 1894 Mr. Wilcox became senior partner in the law firm of Wilcox & Miner, Worthington C. Miner being the junior partner. With the death of Mr. Miner the firm became Wilcox & Bull.

As a corporation lawyer, Mr. Wilcox is well known, although his practice has been confined to advisory work. He was one of the counsel assisting in the entrance of the Western Railway into Buffalo in 1882. From 1883 to 1886 he was one of the counsel for the commission appointed by Governor Cleveland to acquire the land for the New York State Reservation at Niagara Falls. In *Rogers versus the City of Buffalo*, a notable case, he established the constitutionality of the civil service law, and in 1891 he carried to the United States Supreme Court the *Briggs-Spaulding* case, involving the duties of directors of national banks and their liability for negligence. This, also, was a notable case.

Mr. Wilcox headed the jury reform movement which led to the adoption of the New York jury law in 1895. In the year 1889 he was a member of the board of managers of the State Reformatory at Elmira. The present Charity Organization Society owes much to his efforts, he having been one of its most active members and being now its president. His interest in the civil service has also meant much for that movement, and for several years he has been the president of the Civil Service Reform Association of Buffalo. As a trustee of the Buffalo General Hospital his influence and energy have been greatly felt by that institution, and in the chair of medical jurisprudence of the University of Buffalo he has made an enviable record of service.

Mr. Wilcox was married January 17th, 1878, to Cornelia C. Rumsey, whose death occurred December 22d, 1880. On November 20th, 1883, he married Mary Grace Rumsey, a sister to his first wife. Mr. Wilcox has two daughters—Cornelia Rumsey, wife of Henry Adsit Bull, and Frances Wilcox.

Socially the Wilcox family has always been prominent. During the dark days when President McKinley was near death in Buffalo, Mr. Roosevelt, the then vice-president, came to be near him and was a guest at the Wilcox home. There the oath as President of the United States was administered to him in a simple, unostentatious manner.

Adelbert Moot, one of Buffalo's best-known lawyers, was born in Allen, Allegany County, New York, November 22d, 1854. He attended the district and other schools in the place of his nativity and in the near-by village of Belmont, and afterward attended the academy at Nunda, New York. Then followed a period of preparatory training in the Normal School at Geneseo, New York, whence he went to the Albany Law School, from which he was graduated.

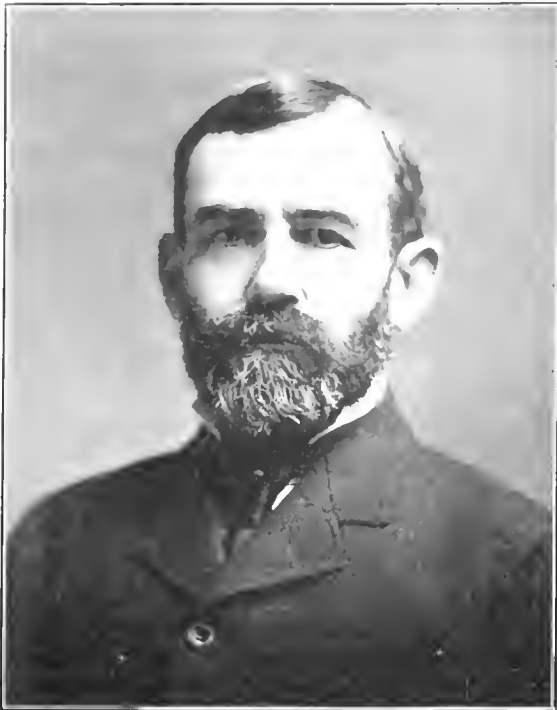
Mr. Moot was admitted to the bar in 1876, on his twenty-second birthday, and engaged in practice a few months later with George M. Osgoodby in the town of Nunda. Two years afterward the firm removed to this city, where a broader field awaited them. The accession of Judge Robert C. Titus changed the firm name to Osgoodby, Titus & Moot. Three years later Mr. Moot withdrew from the firm to associate himself with the firm of Lewis, Moot & Lewis, where he remained for twelve years, the firm becoming one of the best known in western New York.

THE CITY OF BUFFALO.

In 1893 Mr. Moot withdrew from the firm to associate himself with Messrs. Sprague, Sprague & Brownell, the firm name becoming Sprague, Moot, Sprague & Brownell. In June of 1897, after the death of Mr. E. C. Sprague, the firm was augmented by the addition of William L. Marcy,

it as one of its most active workers. He was an advocate of sound money. When the election frauds of 1892 were made known to the people, their confidence in him was so great that he was one of the principal attorneys retained by them to prosecute the perpetrators of fraud.

Mr. Moot was married on July 22d, 1882, to Carrie A. Van Ness, of Cuba, New York.



ADELBERT MOOT

the firm name becoming Moot, Sprague, Brownell & Marcy, with offices on the third floor of the Erie County Savings Bank Building, where they are engaged at the time of this writing. Since 1904 Mr. Moot has been associated with the Honorable A. J. Rodenbeck, William B. Hornblower, and John G. Milburn in consolidating the statutes of New York. They have completed this task, and it now awaits Legislative approval.

Mr. Moot has found time, outside of his professional duties, to associate himself with several of the city's leading societies and is a valued member of the Buffalo Historical Society, the Buffalo Society of Natural Sciences, and the Thursday, Liberal, and Saturn Clubs. His religious affiliations are with the Church of Our Father (Unitarian). He is an active member of both the American Bar Association and the New York State Bar Association, where his wise counsel is often sought.

He is recognized throughout the country as a most able practitioner. Though he has never been an office seeker or holder, his sense of justice and desire for the highest form of government has spurred him to take an active interest in public affairs. A lifelong Republican, he has taken a great interest in civil service reform and was an active member of the association that did so much toward the betterment of civil service conditions. When the good government movement began in this State he was one of the first to see its possibilities and identify himself with

Henry Ware Sprague, one of the prominent legal men of western New York, and a representative of one of the State's oldest families, was born in this city, June 20th, 1855, a son of Eben Carleton Sprague. His father was very closely identified with the early growth and development of Buffalo and one of the recognized leaders in this end of the Empire State.

The son was educated first in the Buffalo public schools and later in Professor Briggs's Classical School, where he remained until the age of eighteen years. Then he went to Germany, where he took a course in Leipzig University, returning to Buffalo in 1875.

Upon returning from Germany he immediately took up the study of law, entering the offices of Sprague, Gorham & Bacon. Three years later he was admitted to the bar, and for two years practiced law for himself. In 1880 he helped to form the law firm of Sprague, Milburn & Sprague, he being the junior partner. His affiliation with this firm continued for three years, when he became a member of the



HENRY WARE SPRAGUE

firm of Sprague, Morey & Sprague, which later became Sprague, Morey, Sprague & Brownell. This firm subsequently became Sprague, Moot, Sprague & Brownell, and, at the death of Eben Carleton Sprague, in 1895, it became Moot, Sprague, Brownell & Marcy, and as such it has

Mr. Sprague was a member of the city Civil Service Commission and helped to draw the first set of rules for the city government, being a colleague, in this important duty, of Sheldon T. Vile and others. He is a member of the Century and City clubs of New York City; of the Country, Buffalo, and Saturn clubs, of this city; and of the Thursday Club. He is a life member of the Buffalo Public Library, a member of the Buffalo Historical Society and the Buffalo Fine Arts Academy, and a member of the advisory board of the Children's Hospital.

Daniel J. Kenefick.—The Honorable Daniel Joseph Kenefick, one of the city's foremost lawyers, and for a number of years a member of the judiciary, is a native of Buffalo, and his career, which has been an uninterrupted series of successes, cannot but be a source of gratification to Buffalo. He was born October 15th, 1863, and received his education in the Buffalo public schools, attending School Number Four, and later the Buffalo High School, from which he was graduated in 1884. After his graduation he studied law with Crowley & Movius and their successors, Crowley, Movius & Wilcox, being admitted to the bar in October, 1884.

In the fall of 1897 Mr. Kenefick was reelected to the position of District Attorney, serving but one year of that term. On December 31st, 1898, he was appointed by Governor Black to be a Justice of the Supreme Court to fill the vacancy caused by the death of Judge Hamilton Ward. In the fall of 1899 Mr. Kenefick was elected a Justice of the Supreme Court to serve the full term of fourteen years, but on November 12th, 1906, he resigned from that position to once more resume private practice.

A black and white portrait of a young man with dark, wavy hair, looking slightly to the left. He is wearing a dark suit jacket, a white shirt, and a dark tie. The background is a mottled gray. The photo is set within a white border.

Though maintaining all the traditional dignity of the bench, former Judge Kenelick has always found a way, and the time, to take an active interest in Buffalo and her affairs. In the social organizations of the city, too, he has been a prominent factor, and at the present time is a member of the Buffalo and Saturn clubs.

Lyman M. Bass, the present United States District Attorney for western New York, comes from an old and distinguished family. His father, the late Lyman K. Bass, was one of Buffalo's foremost lawyers, a former Congressman and District Attorney.

Mr. Bass was born in this city July 5th, 1876, and when but six weeks old removed with the family to Colorado, remaining there, with the exception of his college years, until 1900, when he returned to this city and became engaged in the practice of his profession. He received his early education in the West, completing his studies at Yale and

universities, graduating from the former with the degree of Bachelor of Arts in 1897 and from the law school of Harvard University in 1900. During his college years he distinguished himself alike in his class and on the campus. For three years he played end on the Yale football team and established an enviable record in athletics.



LYMAN M. BASS

Shortly after his graduation, with honors, from the Harvard Law School, he was admitted to the bar and entered the office of Rogers, Locke & Babcock, of this city. Two years later he severed this first connection and entered the office of Bissell, Carey & Cooke, which has recently become Kenefick, Cooke & Mitchell, with which firm Mr. Bass still maintains his association.

Mr. Bass has ever been a staunch Republican, and though young in years has given a yeoman's service to his party. He has been a member of the board of managers of the Rochester Industrial School, and on December 5th, 1906, President Roosevelt announced his appointment to be United States District Attorney for the District of Western New York, which post he retains at this writing.

At the outbreak of the Spanish-American War Mr. Bass responded to the general call and was honored by a commission as second lieutenant of Light Battery F, Third United States Artillery. With that organization he went to the front and participated in the Porto Rican campaign.

Walter P. Cooke, one of Buffalo's leading lawyers, is a native of this city, having been born here April 28th, 1869. He received his education in the public schools, finishing his preparation in the Buffalo High School, which was followed by a special course in Cornell University, from which institution he graduated with the class of 1891.

Mr. Cooke was admitted to the bar in 1892, and immediately showed his faith in his home city by returning and embarking in practice for himself in 1895. Since then his work has been crowned by unusual success. He has been an active partner in the following well-known legal firms: Brown & Cooke; Bissell, Carey & Cooke; and Kenefick, Cooke & Mitchell. He is now associated with the latter firm, one of the best-known in western New York. With railroad and corporation work the firm of Kenefick, Cooke & Mitchell is especially identified.

He has found time to associate himself with many of the institutions that make for Buffalo and her commercial supremacy. By his college fellows he has been honored with the presidency of the Cornell Alumni Association of Buffalo; by his fellow-citizens with the vice-presidency and trusteeship of the Buffalo Public Library; and has served as president of the Erie County Bar Association, as trustee of the Buffalo Chamber of Commerce and of the Homeopathic Hospital, and on the board of managers of the Buffalo State Hospital. His association with Buffalo's business enterprises are many and varied. He is a director of the Buffalo & Susquehanna Railway, the People's Bank, The Buffalo General Electric Company, The Frontier Telephone Company, The Western New York Water Company, and The Buffalo Abstract and Title Company.

Mr. Cooke is also prominent in local club life, holding membership in the Buffalo, Saturn, Country, Park, and Ellicott clubs.



WALTER P. COOKE

James McCormick Mitchell, junior member of the firm of Kenefick, Cooke & Mitchell, and one of the best-known of Buffalo's younger legal men, was born in Washington, District of Columbia, September 6th, 1873. He is

the son of the Reverend S. S. Mitchell, D.D., former pastor of the First Presbyterian Church of this city.

Mr. Mitchell came to Buffalo in 1880 upon his father's acceptance of the local pastorate, and secured his early education in the public schools of the city, graduating from the



JAMES MCCORMICK MITCHELL

Central High School with the class of 1890. In the fall of that year he entered Princeton University, graduating in 1894 with the degree of A. B.

Upon his graduation, Mr. Mitchell entered the field of journalism, becoming a reporter on the Buffalo Commercial. In the fall of 1895 he entered the Buffalo Law School and at the same time became a student in the law offices of Humphrey, Lockwood & Hoyt. He graduated from the Buffalo Law School in the class of 1897 with the degree of LL. B. His final school year was marked by his winning both the first Daniels Scholarship and the second Clinton Scholarship. The same year he received the degree of A. M. from Princeton University.

In August, 1897, he entered the law offices of Rogers, Locke & Milburn as a clerk, remaining there until April, 1901, when he entered the offices of Bissell, Carey & Cooke. In 1900 and 1901 he was lecturer on constitutional law in the Buffalo Law School.

In January, 1902, Mr. Mitchell was admitted to the firm of Bissell, Carey & Cooke, becoming associated in a most extensive practice with Wilson S. Bissell, Martin Carey, and Walter P. Cooke, three of the most distinguished lawyers in western New York. After the death of Mr. Bissell he continued the partnership practice with Messrs. Carey and Cooke under the old firm name. Upon the removal of Mr. Carey to New York, in May, 1906, Lyman M. Bass was admitted to the firm, and in November, 1906, the firm

was reorganized and the name changed to Kenedick, Cooke & Mitchell, the association being composed of the Honorable Daniel J. Kenedick, senior partner, of counsel; Walter P. Cooke, the subject of this sketch; and Lyman M. Bass, the present United States Attorney.

In the practice of the law Mr. Mitchell has devoted himself principally to numerous trials, cases, and argument of appeals, and in the courtroom has acquired a most enviable reputation.

Mr. Mitchell was married December 31st, 1906, to Lavinia Austin Avery, the daughter of Mr. and Mrs. Lyman G. Avery, of this city.

Porter Norton is widely known throughout New York State as a most able lawyer and distinctly successful in the handling of legal affairs for great corporations, which particular field has been the scene of his activities for the past few years. Mr. Norton was born in Buffalo July 9th, 1853, the son of Charles D. Norton and Jeanette Phelps Norton, daughter of Oliver Phelps, of Canandaigua, New York. He was favored in being preceded by a father who was an eminent lawyer, widely and favorably known throughout the East.



PORTER NORTON

He was educated in the local schools and received training in Professor Briggs's private school. After leaving his school duties he began the study of law in the office of Sprague & Gorham, being admitted to the bar in 1875. In 1879 he formed a partnership with Henry W. Box, and eventually, through the admission of Judge Hatch to the partnership, the firm name became Box, Hatch & Norton. Later it became Box, Norton & Bushnell, Clarence M. Bushnell being admitted as a junior partner. Mr.

Norton's present association is with the firm of Norton, Penney & Sears, as senior partner in one of the best-known legal firms in the State. Among its corporation clients are The International Railway Company and The Bell Telephone Company of Buffalo. Mr. Norton, as senior member of the firm, has devoted his energies largely to corporation practice, and in the argument of such cases he has few equals.

He is a director in The International Railway Company, The Bell Telephone Company of Buffalo, the Frontier Electric Railroad, and the Crosstown Street Railway. His club associations are with the Buffalo Club, in which he is a director, the Country Club, and the Ellicott Club. He is a member of the Buffalo Historical Society, New York Bar State Association, American Society of International Law, a vestryman of Trinity Church, trustee of De Veaux College, and a member of the Society of Colonial Wars.

In 1879 Mr. Norton married Jeanie Watson, daughter of the late S. V. R. Watson, of this city.

Charles A. Pooley is another native Buffalonian whose life's success has been gained in the city of his nativity. He was born here November 17th, 1854, and was educated at Public School Number One, being graduated from the Central High School with the class of 1873. Immediately upon leaving school Mr. Pooley sought the active business field and for three years was engaged in large lumber interests.



CHARLES A. POOLEY

Seeing greater possibilities in the professional field, Mr. Pooley left the lumber business and on January 1st, 1876, began the study of law, being admitted to the bar in April, 1879. He completed his studies in the office of the late Senator A. P. Laning and upon his admission to the

bar continued in the office of Laning, McMillan & Gluck. He remained with that firm through its various changes—Green, McMillan & Gluck; McMillan, Gluck & Pooley; and McMillan, Gluck, Pooley & Depew. At the death of Mr. Gluck the firm became McMillan, Pooley, Depew & Spratt, and at Mr. McMillan's retirement Pooley, Depew & Spratt. Until recently the firm name was Pooley & Spratt, when it was dissolved, Mr. Maurice C. Spratt forming a partnership with William B. Hoyt to represent the New York Central Railroad lines in Erie and Niagara counties, while Mr. Pooley continues to represent the same corporation in Genesee and Orleans counties, as well as in some special proceedings before the Railroad Commission and in other matters in this city.

At the elevation of Justice Albert Haight to the Court of Appeals bench in 1895, Mr. Pooley was recommended by the bar of Erie County, generally, regardless of party, to fill the vacancy. Mr. Pooley is a trustee of the Law Library of the Eighth Judicial District, having been appointed by the Supreme Court. He has been a director of the Buffalo Public Library, and takes a most valued interest in its affairs. He is a past master of DeMolay Lodge, Number 498, Free and Accepted Masons, and has served a term as district deputy grand master of the Free and Accepted Masons of the State of New York for the twenty-fifth Masonic district.

Herbert Porter Bissell, one of the State's ablest lawyers and a leading member of the Erie County bar, was born at New London, New York, August 30th, 1856. He received his first training in the district schools of his native town, moving later with the family to Lockport, where he attended the public schools of that village. After leaving public school he entered De Veaux College at Suspension Bridge, graduating from that institution in 1873. This course of training was supplemented by a two-years course in a public school at Braunschweig, Germany, after which he returned to his native land and entered Harvard University, graduating from that institution with the degree of A. B. in 1880, in the class with President Roosevelt.

In the year of his graduation he came to Buffalo and began the study of law in the offices of Laning, McMillan & Gluck, then one of the most prominent legal firms in the State. In April, 1883, he was admitted to the bar and has since carried on an extensive practice, devoting his attention largely to corporation law. After his admission to the bar he remained with his parent firm for a short time, beginning to practice for himself in 1885. In 1886 he became a member of the firm of Brundage, Weaver & Bissell, six months later entering the firm of Bissell, Sicard, Brundage & Bissell as junior member, the senior member being the Honorable Wilson S. Bissell. This firm afterwards became Bissell, Sicard, Bissell & Carey, remaining thus until its dissolution in 1896. The firm was founded in 1834 and became one of the most distinguished legal concerns in the country. Organized by Orsamus H. Marshall, it had for partners at different periods Nathan K. Hall, postmaster general under President Fillmore; Grover Cleveland, before

his election to the gubernatorial chair, and Postmaster General Wilson S. Bissell.

In March, 1897, Mr. Bissell formed a partnership with J. Henry Metcalf, former judge of Ontario County, and later, with George C. Riley, formed the firm of Bissell & Riley, in which he practices, at the time of this writing, as the senior partner.



HERBERT P. BISSELL

Mr. Bissell has been active in politics since 1885, when he was candidate for State Senator on the Democratic ticket. In 1892 he was a candidate for district attorney, being defeated by a plurality of forty-four votes, one of the smallest margins in the history of balloting in Buffalo. He was the founder, and, for a time, the president, of the Cleveland Democracy of Buffalo. In 1901 he was prevailed upon by his party to accept the Democratic mayoralty nomination and made a splendid run against his opponent, Erastus C. Knight.

Mr. Bissell has served as curator and chairman of the board of real estate of the Buffalo Public Library, and was for twelve years a trustee of De Veaux College. He is a member of the Buffalo, Saturn, Ellicott, and Transportation clubs, of Buffalo, and the University Club, of New York City. He has been vice-president and general counsel for The Niagara Gorge Railroad Company, as well as counsel for The Buffalo Traction Company, The Buffalo & Depew Railroad Company, The Economic Power and Construction Company, and numerous other large corporations. During the period before the Pan-American Exposition he labored unceasingly for its success, both as a director on the general board and as chairman of the committee on law and insurance.

October 30, 1885. Mr. Bissell married Miss A. Colley, of Brooklyn, N. Y. Children: John Bissell, and Mary R. Herbert A. Bissell.

Sheldon T. Viele was born in 1835, in the town of Tonawanda on both sides of the river. His grandfather, John L. Viele, was a State Senator and a member of the cabinet of Governor Clinton in the construction of the Erie Canal and was descended from the first settler of the town, who came to this country about 1650. His maternal grandfather was Sheldon Thompson, one of the early settlers of Buffalo and a pioneer in the lake and canal transportation business. He was the first mayor of Buffalo elected by the people. He was descended from Jabez Thompson, an officer in the French and Indian War, and also in the War of the Revolution, who was killed while in command of his regiment in the retreat from New York, September, 1776. The first member of the family in this country was Anthony Thompson, who settled in New Haven in 1638. Sheldon Thompson Viele was fitted for college at the Walnut Hill School at Geneva, New York, graduated from Yale in 1868, and received the degree of Master of Arts in course in 1871. He studied law in the office of E. Carleton Sprague at Buffalo, was admitted to the New York bar in 1869, and in May, 1871, began practice on his own account. He has practiced with success in his native town ever since. Mr. Viele is a



SHELDON T. VIELE

vestryman of Saint Paul's Church and a trustee of Saint Margaret's School; has served as curator of the Buffalo Library from 1886 to 1889; was dean of the Saturn Club in 1889; was president of the University Club of Buffalo during the three years following its organization in 1894; and was president of the Yale Alumni Association of Western New

York from 1895 to 1896. He is also a member of the State Bar Association, the Lawyers' Club of Buffalo, the Holland Society of New York, the Society of Colonial Wars, the Sons of the Revolution, the Philadelphia Society of the War of 1812, and by inheritance a member of the Loyal Legion of the United States. He was the first secretary of the first district committee of the original Charity Organization Society in the United States and a trustee from its incorporation until he retired from the board in December, 1907. He was a member of the first executive committee of the Civil Service Reform Association of Buffalo and has continued on the board for the last twenty-five years. In 1905 he was appointed by the State Board of Statutory Consolidation as one of its attorneys to complete a part of its work. He was appointed in June, 1906, by the late Governor Higgins, a State commissioner in lunacy to succeed the Honorable Daniel N. Lockwood, and was reappointed by Governor Hughes in March, 1907. The present address of his law firm is 1022 Fidelity Building, Buffalo.

William H. Hotchkiss, lawyer, and referee in bankruptcy in the Buffalo District, was born in Whitehall, New York, in 1864. He was graduated from Hamilton College in 1886, admitted to the bar in 1888, and practiced his profession in Auburn, New York, until 1890, when he came to Buffalo. In 1897 Mr. Hotchkiss distinguished himself by



WILLIAM H. HOTCHKISS

preparing the monograph on primary election laws which led to the general movement for better primary laws in New York State. Later Mr. Hotchkiss gave invaluable service by assisting in drafting the primary law of 1899.

In 1898 Mr. Hotchkiss was appointed referee in bankruptcy for the Buffalo District, which office he still retains.

Today he is probably better known than any other man as an authority on the national bankruptcy law. This was recognized in 1899, when he was chosen chairman of the executive committee, and later president, of the National Association of Referees in Bankruptcy. In that capacity he made an investigation into the operation of the law, supplemented it with an elaborate report which was published in March, 1900, and which resulted in the Ray Amending Bill, passed in 1903. His articles on bankruptcy contributed to *The North American Review* in 1898 and 1900 attracted general attention in the legal world. Mr. Hotchkiss is also the author of the fourth edition of "Collier on Bankruptcy," and is lecturer on the law of bankruptcy in the Buffalo Law School, Cornell University, and the New York Law School.

Mr. Hotchkiss is one of the pioneer automobilists in America, and has given strong support to automobilism, one of his greatest services being the drafting of the present New York motor vehicle law, which has been largely followed in other States. In 1903 and 1904 Mr. Hotchkiss served as president of the Automobile Club of Buffalo, in 1905 as president of the New York State Automobile Association, and in 1907 and 1908 as president of the American Automobile Association.

He is a member of the American Bar Association, the New York State Bar Association, the Erie County Bar Association, of which he is now president, and the Buffalo Lawyers' Club, having been the president of the latter organization in 1903. In 1907 Mr. Hotchkiss was honored by Governor Hughes with an appointment as commissioner for the promotion of uniform legislation for New York.

Mr. Hotchkiss is also one of the organizers of, and attorney for, the recently established American Savings Bank of Buffalo.

In April, 1895, Mr. Hotchkiss married Katherine Tremaine Bush.

William Ballard Hoyt, one of the ablest lawyers of the New York State bar, and member of the well-known firm of Hoyt & Spratt, was born at East Aurora, New York, April 20th, 1858, the son of Doctor Horace and Josephine Ballard Hoyt. His preparatory education was received at the Aurora Academy and the Buffalo High School, following which, in the fall of 1877, he entered Cornell University. During his course at that institution, Mr. Hoyt paid especial attention to history and political science. He was one of the prize orators of his class, and was prominent in college journalism, having been managing editor of the monthly magazine, one of the editors of the college weekly, and prominently identified with the founding of *The Cornell Daily Sun*. He graduated from Cornell with the class of 1881.

Upon the completion of his studies at Cornell University Mr. Hoyt came to Buffalo, and entered the office of Humphrey & Lockwood, one of the leading law firms of the city. He was admitted to the bar in March, 1883, shortly afterwards becoming a member of the firm with whom he had pursued his studies, the firm name then becoming

Humphrey, Lockwood & Hoyt. In 1896, through the addition to the firm of William C. Greene and George D. Yeomans, it became known as Humphrey, Lockwood, Hoyt, Greene & Yeomans. The death of Judge Humphrey and the retirement of Mr. Yeomans caused a further change in the style of the firm shortly afterwards, and until the formation of the firm of Hoyt & Spratt during 1907, Mr. Hoyt was



WILLIAM B. HOYT

a member of the firm of Lockwood, Hoyt & Greene, one of the best-known law copartnerships in this part of the State.

The association of William B. Hoyt and Maurice C. Spratt brought together two of the most promising of the younger lawyers of Buffalo. The firm is now counsel in this territory for the New York Central lines and other Vanderbilt properties, and among their clientele may be numbered many of the largest industrial and business concerns in Buffalo, with the local representation of such enterprises as The Western Union Telegraph Company, The Aetna Life Insurance Company, The Western Transit Company, The New York State Realty and Terminal Company, and many others.

During his career in this city Mr. Hoyt has found time to serve as Assistant United States District Attorney for the Northern District of New York, having been appointed to that position in 1886, and continuing in it until 1889. During his service in that capacity, he took a prominent and successful part in many noted cases. In 1894 he was appointed by Attorney-General Olney counsel to the United States Inter-State Commerce Commission for the State of New York, with the official title of Assistant Attorney-General. Mr. Hoyt is active in the counsels of the Democratic Party, but aside from the instances mentioned above, he has never held public office.

After leaving the law office of Lockwood, Hoyt & Greene, Mr. Hoyt was elected to the office of director of the Buffalo Canal, and also to the office of director of the Buffalo Library, and was a member of the Board of School Directors. He was also a member of the Board of Regents of the Cornell University, and was president of the Cornell University Alumni Association of Western New York, and in 1896 was elected to the office of trustee of the university for a term of five years.

On December 20th, 1887, Mr. Hoyt married Esther Lapham Hill, daughter of Doctor John D. Hill, of this city.

Maurice Charles Spratt, a member of the firm of Hoyt & Spratt, and one of the leading corporation lawyers of New York State, has earned nearly all his honors in this, the city of his adoption. He was born in the village of Rossie, Saint Lawrence County, New York, and was educated in the public schools of that place. Later he entered the Ogdensburg Academy, where he prepared to enter Georgetown University at Washington, District of Columbia. In 1888 Mr. Spratt graduated from Georgetown with a flattering record, and at once entered the law office of his brother, Thomas Spratt, in Ogdensburg, having determined upon the law for his life's profession. Two years later he was admitted to the bar at Saratoga Springs, and in three years became one of the best-known of the younger practitioners in that section of his State.



MAURICE C. SPRATT

In 1893 the subject of this sketch came to Buffalo and launched upon a professional career that has since placed him in the foremost rank of legal workers. He first entered the law offices of McMillan, Gluck, Pooley & Depew, then one of the foremost legal firms in the city, in the capacity

of clerk. Upon the death of Mr. Gluck, Mr. Spratt was taken into the firm, which then became known as McMillan, Pooley, Depew & Spratt. Subsequently, when ill health compelled Mr. McMillan, the senior member of the firm, to give up active practice and go to the more congenial climate of New Mexico, the firm became Pooley, Depew & Spratt. Thus the firm remained until Mr. Depew became associated with the late Frank H. and Charles W. Goodyear. Then the firm of Pooley & Spratt continued until February 22d, 1907, when the partnership was dissolved and the present firm of Hoyt & Spratt was formed.

The firm of Hoyt & Spratt, in the short term of its existence, has won an enviable reputation for handling corporation and other extensive legal matters. It represents the New York Central Railway lines in this vicinity, being largely occupied with the affairs of that great railway system. Also, in its clientele, the firm numbers many of Buffalo's greatest manufacturing, commercial, and financial enterprises.

Mr. Spratt is very prominent in Buffalo's club life. He is at present on the council of the University Club and one of its most active members. He is also a member of the Saturn, Buffalo, Country, and Transportation clubs, of this city; of the Transportation Club of New York City; and a member of the Buffalo Historical Society, the Erie County Bar Association, the Lawyers' Club, and the Alumni Association of Georgetown University.

Thomas Brown Lockwood, a prominent figure in local business and legal affairs, was born in this city February



THOMAS BROWN LOCKWOOD

7th, 1873, a son of the late Daniel Newton Lockwood, who was one of the most distinguished jurists in New

York State, and Sarah Brown, daughter of the late Thomas Brown, of this city. Mr. Lockwood attended the Buffalo Normal School and later the Buffalo Central High School. He then entered Yale University, from which he was graduated with the class of 1895. Returning to Buffalo, he studied law at the Buffalo Law School and later at the Law School of Cornell, being admitted to the bar of New York State in 1897.

Immediately after his admission to the bar, he began the practice of law for himself and later entered the office of the firm of Lockwood, Hoyt & Greene, of which his father, Daniel N. Lockwood, was the senior member. His association with this firm continued until the death of his father, which occurred on June 1st, 1906. The firm was then dissolved, and since that time Mr. Lockwood has continued in individual practice, with offices at 77 West Eagle Street.

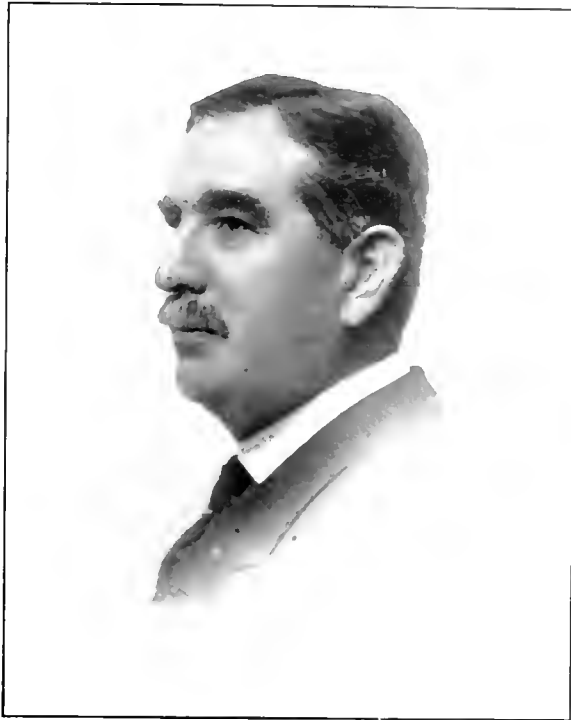
Aside from his law practice, Mr. Lockwood has found time and the opportunity to associate himself with several large business concerns, principally in a legal capacity. Of these the two principal associations are as director of the Third National Bank and the Frontier Telephone Company. He was honored by the present incumbent of the Mayor's chair, J. N. Adam, with appointment to the Board of Park Commissioners for a term of five years to fill the place of William A. Joyce, whose term had expired. This appointment took effect in February, 1907. Mr. Lockwood is a member of most of Buffalo's prominent clubs and is well known in club life in New York and other cities.

November 1st, 1904, Mr. Lockwood was married to Marion Birge, a daughter of George K. Birge, of this city.

Clarence Munson Bushnell, only son of Sidney Norton and Carolyn Munson Bushnell, was born at Bethany, Pennsylvania, February 2d, 1856; attended public school, the Prompton Academy, and the State Normal School at Millersville, Pennsylvania, and graduated from Princeton University in 1877, from which he received the degree of Master of Arts in 1895. Soon after graduation he began the study of the law with Judge Oscar O. Hamlin at Honesdale, Pennsylvania, and entered the office of Box & Norton in this city as a student in September, 1880. He was admitted to the bar in October, 1882, and elected president of his class, which numbered thirty-six.

On January 1st, 1884, he was made a member of the firm of Box, Hatch & Norton, which firm was dissolved three years later, upon the election of Judge Hatch to the bench of the Superior Court of Buffalo, and reorganized as Box, Norton & Bushnell, and so continued until 1901, when it was dissolved by the retirement of Mr. Box from the practice of the law and the withdrawal of Mr. Bushnell. The firm did an extensive business, representing among other large corporations The Western Union Telegraph Company, The Bell Telephone Company, The Buffalo Gas Light Company, and all of the city and suburban street railway lines. Early in his career at the bar, Mr. Bushnell demonstrated his ability as a trial lawyer, and to him was assigned the trial work of all of the firm's cases. For over

seventeen years he personally defended every case, excepting two, brought against the corporations represented by the firm, besides being frequently employed as counsel in difficult and important trials. His trial work is distinguished by the most thorough and painstaking preparation of each



CLARENCE MUNSON BUSHNELL

case in which he appears. The late Justice Henry A. Childs, before whom he tried many cases, once remarked to the writer that he had never seen Mr. Bushnell surprised in a trial by any evidence produced by his opponent—that he mastered every detail of his case before appearing in the courtroom.

Previous to 1901, so constantly was he employed either as attorney or counsel for the defense, that he rarely appeared for a plaintiff. One of the few cases which he tried for the plaintiff, and which attracted widespread attention, was that of Deming versus The Terminal Railway Company of Buffalo (169 N. Y., 1), in which the Court of Appeals overruled in his favor the case of Blake versus Ferris (N. Y., 48), which had stood for fifty years as a bulwark to corporations doing business in this State. Previous to attacking the doctrine of the Blake case, he had secured for his clients five judgments based solely upon that decision. After a lengthy discussion of the Deming case in *The American Law Review* for April, 1902, Judge Thompson, the celebrated author and law writer said:

"The public is indebted to Clarence M. Bushnell, Esquire, of Buffalo, for this handsome and satisfactory piece of professional work."

No man enjoys more fully the confidence and esteem of both the bench and bar. Although earnest and aggressive in his trial of a case, he is always fair to witness and courteous to the court and opposing counsel.

In 1900 he was elected to the Democratic Committee, and for a time acted as its secretary. In 1901 he refused to become a member of the same, and again in 1900 he was elected to the position of secretary of Mr. Bryan, and voted for Mr. Bryan, professing allegiance to the Republican Party. He is a speaker of rare eloquence and has been a frequent speaker at the ascendency of Mr. Cleveland at the "Cleveland Democracy" of the Cleveland Democracy.

He is a member of the Buffalo Club, the Country Club, the Buffalo Historical Society, the Society of Colonial Wars, the Sons of the American Revolution, and the Erie County and the New York State bar associations. He is interested in several of Buffalo's enterprises, and is upon the board of directors of various corporations, among them the Great Gorge Railroad at Niagara Falls, New York.

Shortly after the dissolution of the firm of Box, Norton & Bushnell, he formed a partnership with former Judge J. Henry Metcalf, under the firm name of Bushnell & Metcalf, with offices at 917 Chamber of Commerce Building. The time of the firm is devoted almost exclusively to corporation work and the trial of causes. Both Mr. Bushnell and his partner are frequently employed as counsel in the trial of important causes, in addition to which they have constantly upon the calendars of the different courts upwards of one hundred of their own cases.

On November 29th, 1892, Mr. Bushnell married Harriet Day Eames, of Buffalo. They have three children—two daughters and one son.

George Clinton, one of Buffalo's leading lawyers and a representative of one of the State's oldest families, is the direct descendant of Charles Clinton, who settled in Ulster County in 1731. The family has been closely associated with the development and progress of the State.

Mr. Clinton was born in this city September 7th, 1846, receiving his education in private schools. In 1865 he was graduated from the old Central High School, shortly after its organization. He taught school during one winter, and then went to New York City, entering the Law Department of Columbia University, graduating in 1868 with the degree of LL.B. After his graduation Mr. Clinton practiced law in New York City for a year, going thence to Hudson, Wisconsin, where he practiced for five years, returning to Buffalo in 1874. He is now associated in business with his son, George Clinton, Junior, under the firm name of Clinton & Clinton.

Mr. Clinton has always been prominent in public affairs. In 1883 he was elected to the State Assembly on the Republican ticket. During this valued service he interested himself largely in the canals and waterways of the State, being chairman of the Canal Committee. In the Union for the Improvement of the Canals, of which he was president, he took an active part, and it was largely due to his untiring efforts that this organization was able to contribute so much to the betterment of the State waterways. Mr. Clinton was second president of this organization.

He has been a consistent and active leader in the movement which resulted in the adoption by the people of the policy of putting our canal system in the highest state of efficiency.

As a park commissioner he gave the same energy to the city's great profit, and as a member of the Trunk Sewer Commission during the building of the Genesee Street and Bird Avenue branches, he served with much credit.

In 1898, when the Legislature provided for investigation of the expenditures of nine million dollars for the improvement of the State canals, Governor Black selected Mr. Clinton for chairman of the committee that made the investigation. Further honors came to Mr. Clinton in 1902, when President Roosevelt named him a member of the International Waterways Commission, composed of three members from the United States and three representing Great Britain.

He helped to prepare the old city charter that has remained in force for many years. He has always taken a deep interest in municipal affairs. Buffalo's excellent school system has had no better friend than George Clinton. He was instrumental in establishing the Buffalo Law School, and occupied the chair of admiralty with distinguishing credit for a number of years. With the Merchants' Exchange, now the Chamber of Commerce, Mr. Clinton's association has been particularly valued, having served as its president in 1893. He is also a member of



GEORGE CLINTON

the Buffalo Society of Natural Sciences, the Buffalo Historical Society, and numerous other organizations.

Mr. Clinton's religious affiliations are with the Episcopal Church.

On January 17th, 1872, Mr. Clinton married Alice Thornton, of this city.

Arthur W. Hickman, one of Buffalo's best-known lawyers and public men, is of English parentage, his father and mother being natives of Devonshire. They came to America in 1847, and lived in Buffalo till shortly before Mr. Hickman's birth, when they went to Michigan. The subject of this sketch was born in Marshall, Calhoun County,



ARTHUR W. HICKMAN

Michigan, June 18th, 1850, and came to Buffalo with his parents when he was but one month old. Since that time Mr. Hickman has made Buffalo his home. He received his early education in the public schools, graduating from the old Buffalo High School in 1868, and immediately took up the study of law in the offices of Austin & Austin. He was admitted to the bar September 13th, 1871, at Rochester, after which he continued in practice with Austin & Austin for a period of about a year. In 1872, upon the retirement of the elder Austin from the firm, Mr. Hickman formed a partnership with the junior Austin, the firm of Austin & Hickman continuing until 1879, when Mr. Austin went to the Hawaiian Islands to accept a judgeship.

Subsequently Mr. Hickman practiced law alone for a time and became reputed one of the most successful practitioners in western New York. While thus engaged he became interested in politics, and in 1881 was solicited to take the Republican nomination for Assembly from the Third Assembly District. He was elected by a flattering majority. He was reelected the following year as an independent, on the same ticket with Grover Cleveland as Mayor. He was solicited a third time to accept the nomination, but declined further honors. The two sessions in which Mr. Hickman participated are notable in New York State annals as the longest two in our legislative

history, one continuing into July and the other being finished in August.

Returning to his profession, Mr. Hickman formed a partnership with Nathaniel S. Rosenau, the firm of Hickman & Rosenau continuing for about two years, when Mr. Rosenau retired to take charge of the Charity Organization Society work in Buffalo. Mr. Hickman continued in practice alone for eight years, and in 1893 the firm of Hickman & Palmer was formed, William Palmer being the junior member. In January, 1908, Mr. George E. Houck was taken into the firm and the firm name changed to Hickman, Palmer & Houck. This firm still continues. Its offices are in the German Insurance Building, and the firm is rated among the foremost of western New York's legal concerns.

Mr. Hickman's public service, aside from his service as legislator, goes back over many years, and the results bring new benefits to each generation. Among the subjects to which he has given much attention and unselfish effort are municipal reform, and the improvement of the Buffalo dock system and of the Buffalo public school system. In 1890 he raised the question of the right of The Buffalo Street Railway Company to use Niagara and Main streets for their tracks, claiming that the franchise granted the company was for thirty years and had long since expired. This gave rise to a long and bitter controversy, in which Mr. Hickman championed the people's rights. Eventually Mr. Hickman gave a bond to the city of Buffalo to save it from costs, and the Common Council directed that an action be brought to test the rights of the company. Before the action was commenced the Mayor appointed the Milburn Committee, which committee reported the famous Milburn agreement, under which the streets are now occupied by the railway company. While in the Assembly Mr. Hickman caused to be introduced a bill changing the then varying rates of fare to a single cash fare of six cents and a single ticket of five cents. He afterwards secured the passage of the five-cent fare bill providing for transfers. Another example of his excellent service in the Assembly, and which time has fully vindicated, was the measure framed and urged by him for the organization of a Board of School Examiners. He was himself appointed to that board in 1903 and retained that position until February 3d, 1908.

Mr. Hickman's social affiliations are many, and include the city's best clubs. He is a member of the Buffalo Chamber of Commerce, the Yacht and Island clubs, and a life member of the Buffalo Public Library. He was for years a trustee of the First Baptist Church. He is now a member of the First Congregational Church. His interest in music is marked, and as secretary of the building committee he served actively during the construction of the Buffalo Music Hall.

Mr. Hickman married Miss Alice Gregory, of this city. They have six children.

Fred Daniel Corey.—Like many another successful man, the subject of this sketch was reared on a farm, and began his career as a schoolteacher, making that occupation

a step to the rank of a teacher in the local school. Mr. Corey was born in Jefferson County, New York, at Watertown, the county seat. He attended the local school in that place, leaving it to enter the State Normal School, following that the University of the State at Albany, where he remained for three years, successfully completing his course. He then became principal of a grammar school at Newburgh, Connecticut, where he remained for three years. That his success as a teacher is attested by the fact that each succeeding year he was able to command an increased remuneration.

It had been his intention, all through his younger years, eventually to take up the study of law. After his service at Norwalk he returned to Watertown, New York, and entered the law office of Hannibal Smith as a student, remaining there for one year. In the autumn of 1891 he came to Buffalo and entered the Buffalo Law School, graduating in May of the following year, when he was admitted to the bar. For two years thereafter he was associated in the law offices of Robert F. Schelling in this city.

July 1st, 1894, Mr. Corey formed a partnership with Edward D. Strebel under the firm name of Strebel & Corey, and this connection continues at this writing. In 1899 Mr. William F. Wierling, and in 1907 Mr. James O. Moore, were admitted to the firm, the name becoming Strebel, Corey, Wierling & Moore. The firm enjoys an enviable reputation among law concerns in western New York, and has been identified with important litigation in this end of the State. Mr. Corey has given all of his time to the practice of his profession, and has attained widespread distinction as a corporation lawyer, numbering among his clients some of the largest industries in the Empire State. As a trial lawyer, too, he is known as one of the ablest and most successful of the Erie County bar.

Aside from his strictly professional association Mr. Corey is a director of The Commonwealth Trust Company, and similarly identified with other business and financial institutions. He is part owner of the magnificent Hotel Touraine and of the old Buffalo Seminary property in Delaware Avenue.

With the social, club, and religious life of Buffalo he is creditably identified, being a member of the New York State and Erie County bar associations, the Lawyers' Club, and the North Presbyterian Church. When, but a few years ago, the call came to the business men of Buffalo to help in raising funds for the new Young Men's Christian Association building he gave thereto both of his time and means. Mr. Corey is also a member of the faculty of the Law Department of the University of Buffalo. He has lectured there for the past four years on constitutional law, and for three years previous thereto on special actions and proceedings.

Edward David Strebel, member of the law firm of Strebel, Corey, Wierling & Moore, is one of the most prominent among Buffalo's younger lawyers. He has attained his professional success in the city of his nativity, having been born here May 2d, 1865. He received his early training in the

Buffalo public schools, but at the age of thirteen entered the law office of William J. Wierling as office boy. Soon afterwards, in March, 1879, he became connected in the same capacity with the law firm of Miller & Schelling, and in the following year, 1880, with Robert F. Schelling, with whom he remained over twelve years.



EDWARD DAVID STREBEL

It was while engaged in this unimportant capacity that Mr. Strebel first acquired a liking for the law. There were very few law schools in those days, and what law he mastered was gained through hard study and the school of experience. He was finally admitted to the bar at Rochester, October 9th, 1890, and returned to Buffalo, remaining with Robert F. Schelling until August, 1892. He then took up the practice of law for himself and continued individual practice until July, 1894, when he formed a partnership with Fred D. Corey, under the firm name of Strebel & Corey. William F. Wierling, son of William J. Wierling, in whose office Mr. Strebel started, was afterwards admitted to the firm, which, until May, 1907, was known as Strebel, Corey & Wierling. At that time James O. Moore was admitted to the firm, making the present firm of Strebel, Corey, Wierling & Moore.

Mr. Strebel is a prominent and active member of the Lawyers' Club of Buffalo, and was honored by his colleagues with the election to the presidency of that organization in November, 1907. His fraternal affiliation is with the Masonic order, being a Mason of the thirty-second degree, and a member of the Scottish Rite. June 22d, 1892, Mr. Strebel was married to Katherine Giesser, daughter of Gabriel and Fredericka Giesser, of this city. Mr. and Mrs. Strebel have two children, Robert L. and Edna F. Strebel. The family

home is in Buffalo, and Mr. Strebel's business offices are in the Mutual Life Building.

De Alva Stanwood Alexander, statesman and author, was born in Richmond, Maine, July 17th, 1846. In early boyhood he went with his mother to Ohio, and when fifteen years old enlisted in the One Hundred and Twenty-Eighth Ohio Volunteers, U. S. A., serving as a private soldier during the last three years of the Civil War. After the war the young man, still in his teens, turned back to his native State, fitting for college at Edward Little Institute in Auburn, and entering Bowdoin in 1866.

On his graduation Mr. Alexander went at once to Fort Wayne, Indiana, where he engaged in teaching and later became one of the editors and proprietors of *The Fort Wayne Gazette*, at that time one of the leading Republican dailies of the State. On disposing of his interest in *The Gazette* after three years connection with it, he made his home in Indianapolis as the State correspondent of *The Cincinnati Gazette*. He also served at that time as secretary of the Republican State Committee of Indiana.

Mr. Alexander was diligently engaged during several years in the study of the law, and was admitted to the Indiana bar in 1877. Success attended the practice of his profession from the outset. His practical business faculty also brought him speedily into public notice, and in 1881, on the recommendation of Senator, afterward President, Harri-



DE ALVA STANWOOD ALEXANDER

son, Mr. Alexander was appointed an auditor in the Treasury Department of the United States, which required a residence in Washington. While living in that city he was elected and served a term as Commander of the Department of the Potomac, Grand Army of the Republic.

In the spring of 1885 Mr. Alexander removed to Buffalo, forming a law partnership with the Honorable James A. Roberts, his classmate in college and subsequently Comptroller of the State. When Senator Harrison became President in 1889, he appointed Mr. Alexander United States District Attorney for the Northern District of New York, which then included the Western District. He represented the Government with approved ability until December, 1893. He then returned to private practice.

Mr. Alexander was elected a Representative in Congress from Buffalo and the towns of Erie County in 1896, entering the Fifty-fifth Congress in March, 1897, the great Congress of the Dingley Tariff Law and the Spanish War. He has been continued in office ever since by successive re-elections, and has gained distinction as a member of the Judiciary and the Rivers and Harbors committees. By reason of seniority he now stands near the head of each of those powerful subdivisions of Congress. Since the apportionment of 1901 his district is the Thirty-sixth. His achievements in the way of appropriations for the improvement of Buffalo's harbor are unrivaled in the history of any interior district in the United States. When in charge of a measure he is tactful in its handling, and ranks high among the trusted advisers of his party in national politics.

Mr. Alexander is author of "The Political History of the State of New York," a work published in 1906 by Henry Holt & Company, of New York. This unrivaled book is written with a fullness of knowledge, a rare faculty of discrimination, a style of unsurpassed lucidity, and a political experience that enables the author to judge with a soundness of opinion that is exceptional even among professional historians of the first class.

Mr. Alexander is an overseer of Bowdoin College, which has conferred upon him the degree of LL. D. He is a member of the Buffalo, University, and Westminster clubs of this city. He is an able platform speaker, having a good presence and an excellent voice, his political addresses being especially notable for a clearness and sincerity that make him a most convincing advocate.

He married Alice Colby, of Defiance, Ohio, in 1871, and in 1893 Mrs. Anne Lucille Bliss, of Buffalo. His wife is an accomplished lady, who has been greatly interested in the charity work of the city.

George A. Davis, Senator from the Fiftieth District, won his political honors in the city of his nativity. He was born August 5th, 1858, and received his early education in the Buffalo public schools, supporting himself from early youth. Later he learned the picture-frame maker's trade, and thereby earned money to take up the study of law. In 1877 he entered the office of Day & Romer and was admitted to the bar three years later. Since that time he has practiced his profession in this city.

Senator Davis has always been a prominent Republican, both in the county and State. His first political honors came in his election from the Ninth Ward to the Board of Supervisors in 1885 to 1886. In 1887 he took up his resi-

dence in Buffalo, and was elected Supervisor from that place in 1888. He was also Chairman of the Board of Supervisors in 1890, and of both Republican and Democratic tickets. He was the nominee for Congress in the Fifty-first New York District, but went to defend himself in the State Senate of that year, though he was beaten by a large margin.

He represented the Forty-ninth and Fiftieth the Constitutional Convention, receiving the largest proportion of any delegate on the ticket. He was one of the active members of that body, serving on the Banking and Insurance, and Military committees. In 1895 he was elected State Senator, receiving a large majority over John R. Aecker, who was the candidate on the Democratic ticket. Senator



GEORGE A. DAVIS

Davis at once began to take an active part in the legislation of the State, an activity that has not diminished from that day until now. He is still serving the people in the same energetic manner. In 1896, 1897, and 1898 he was chairman of the Committee on Indian Affairs and a member of the Judiciary, Commerce, Navigation, and Penal Institutions committees.

In 1898 Senator Davis was reelected, and in 1899 was appointed to the important post of chairman of the Committee on Canals. Simultaneously he served as a member of the Judiciary, Cities, and Penal Institutions committees.

In 1900, once more a senatorial candidate, Mr. Davis defeated George Staub, the Democratic nominee, by a majority of about four thousand. During this term of office he was reappointed chairman of the Committee on Canals and a member of the several other committees aforementioned.

Senator Davis was again elected from his Senate district in 1900, against Edward B. Schwartz, Democrat, and returned to the Senate by a handsome majority. During this term also, he served as chairman of the Committee on Canals and a member of the committees on Judiciary, Cities, Penal Institutions, and Military Affairs.

Both in 1904 and 1906 Mr. Davis was reelected and returned to the Senate by good pluralities. At the time of this writing he is serving as chairman of the Judiciary Committee, and a member of the following Senate committees: Cities, Canals, and Military affairs.

Aside from his political activities, Senator Davis for many years was prominent in local military affairs. August 25th, 1875, he enlisted as private in Company D, Seventy-fourth Regiment, and was soon afterwards chosen quartermaster-sergeant. July 17th, 1876, he obtained his commission as second lieutenant, was promoted to first lieutenant March sixteenth of the following year, and captain February 18th, 1878, and received his honorable discharge December 11th, 1880. January 4th, 1886, he was chosen major of the regiment and on October 14th, 1895, was chosen lieutenant colonel, to succeed Colonel Johnson. Though carrying the rank of lieutenant-colonel, for a number of years he commanded the Seventy-fourth Regiment.

Senator Davis's fraternal affiliations are with the De Molay Lodge, Keystone Council, Buffalo Chapter, Lake Erie Commandery, and Buffalo Consistory, Thirty-second Degree Masons; Independent Order of Odd Fellows; Armin Lodge, Number 225, Knights of Pythias; and Buffalo Lodge, Number 23, Benevolent and Protective Order of Elks.

In 1886 Senator Davis married Miss Lillie N. Grimes, a daughter of Judge William H. Grimes, of Lancaster, New York. He has two children—George A. Davis, Junior, and Gladys M. Davis. The family home is in Lancaster, but Senator Davis has offices at 936 Ellicott Square in this city.

Charles R. Wilson was born in Dorchester, Massachusetts, October 20th, 1863. He is the second son of Franklin Winslow and Anna Underhill McKeel, his wife, and on his father's side is a lineal descendant of Kenehm Winslow (younger brother of Edward Winslow, governor of Plymouth Colony), who came to Plymouth, Massachusetts, from Droitwich, Worcestershire, England, in 1629. The ancient descent and honorable record of the Winslow family in England is well known. On his mother's side Mr. Wilson descends from Stuart Wilson and Jane, his wife, who emigrated from England and settled at Albany, New York, in 1753, and from Christiana Clinton, who, with her sister Elizabeth and her brother Charles Clinton, came from England and settled at Little Britain, Orange County, New York, in 1729, and who are the ancestors of the Clinton family in this country. General George Clinton and General James Clinton being the sons of the above-named Charles Clinton.

Mr. Wilson's great-grandfather, Robert Wilson, was early trained in the duties and hardships of military life by his maternal uncle, Captain James Gregg (whose name is a familiar one in early annals of the Mohawk Valley), having

enlisted in Gregg's company of the Third New York Regiment in January, 1776, being then but twelve years of age. By the influence of his uncle, General James Clinton, he was appointed ensign of the Fourth Company of the First New York Regiment, Colonel Van Schaick, in June, 1781. His commission, now in the possession of Mr. Wilson, is quaintly addressed to "Robert Wilson, Gentleman," is signed by Elias Boudinot, President of Congress, and countersigned by Benjamin Lincoln, Secretary of War. It bears the seal of the Continental Congress. On the nineteenth day of October following, Ensign Wilson had the distinguished honor of being selected to receive the colors of the British army surrendered by Lord Cornwallis at Yorktown, as the following record shows:



CHARLES R. WILSON

"The delivery of the colors of the several regiments, twenty-eight in number, was next performed. For this purpose twenty-eight British captains, each bearing a flag in a case, were drawn up in line. Opposite to them, at a distance of six paces, twenty-eight American sergeants were placed in a line to receive the colors. Robert Wilson, of Clinton's brigade, the youngest commissioned officer in the army, being then only eighteen years of age, was appointed by Colonel Hamilton, the officer of the day, to conduct this interesting ceremony. When Wilson gave the order for the British captains to advance two paces to deliver up their colors and the American sergeants to advance two paces to receive them, the former hesitated, and gave as a reason that they were unwilling to surrender them to noncommissioned officers. Colonel Hamilton, who was at a distance, observed the hesitation and rode up to inquire the cause. On being informed, he willingly spared the feelings of the British captains and ordered Ensign Wilson to receive them himself

and hand them to the American sergeants. When the colors were surrendered the whole royal army laid down their arms."—*Lossing's Field Book of the Revolution, Volume II, page 524.*

Ensign Wilson was one of the original members of the Society of the Cincinnati, and his diploma as such, signed by General Washington as the president, and by General Knox as the secretary, of the society, is now in the possession of Mr. Wilson, who by hereditary right (as the lineal descendant of Ensign Wilson) is now a member of that (to use the words of Washington) "illustrious institution."

When a child, the subject of this sketch (his father having died) was adopted by his mother's cousin, Robert Preston Wilson, of Buffalo, New York, and took his surname.

He was educated in public and private schools in Buffalo, and in 1886 entered upon the study of law in the office of Marshall, Clinton & Wilson, a leading firm of lawyers in this city. He was admitted to the bar in 1889, but continued in the office of Marshall, Clinton & Wilson until the dissolution of that firm by the death of Mr. Wilson, in 1892. He then formed a partnership with Philip S. Smith, of this city, for the practice of his profession, under the firm name of Wilson & Smith. The firm built up a good business, and has an excellent standing in the profession.

He has received an honorary degree of A. M. from Hobart College. In July, 1906, Mr. Wilson married Mabel Rachel Letchworth, only daughter of Josiah and Katharine E. Letchworth, of Buffalo, and they have one child, a daughter, Katharine Anne Wilson.

Mr. Wilson takes an active interest in the literary, benevolent, and social institutions of the city, and his recognized business capacity has already made him prominent in their management. He is a trustee of the Buffalo General Hospital, and has served as secretary and treasurer of its board. He has been for many years one of the managers of the Buffalo Library, and is an active member of the Buffalo Society of Natural Sciences, of which he is the treasurer. He is a trustee of Hobart College; a warden of Saint Paul's Church; and a member of the University Club, of Buffalo, of the Grolier Club, of New York, and of the Bibliophile Society, of Boston. He is greatly interested in patriotic societies, and is, by hereditary right, a member of the Society of Colonial Wars and the Sons of the Revolution, as well as of the Society of the Cincinnati.

The writer of this sketch has known him from his early childhood and sees in him a young man already noted for his industry, capacity, and integrity, destined to attain honorable rank in his profession, to be known and trusted as a sagacious and successful man of business, as faithful to every social duty, and as a wise and useful citizen.

Philip Sherwood Smith is one of Buffalo's prominent lawyers and representative citizens. Mr. Smith has successfully practiced his profession in this city for twenty years, during most of this period as a member of the well-known law firm of Wilson & Smith, with which he is at the present time associated. In Mr. Smith legal attainments are united with broad general culture. He is a mem-

ber of many literary societies, and is a member of the Episcopal Church. He is a member of the Society of the Sons of the Revolution, and is a member of the Social life of our city.

Mr. Smith was born in the town of Hamlet, of James M. Smith, who settled in the town of Hamlet, and of western New York, and of Mary Ann Sherwood Smith, daughter of John P. Sherwood, of Verona, Dutchess County, New York. Philip Sherwood Smith was born in Buffalo on the twenty-second of November, 1861. He was educated at the Heathcote School, of this city. After graduating from that institution he was prevented by illness from entering college, and finished his education under private tutors. He then began the study of law in the office of Marshall, Clinton & Wilson, of Buffalo, and after serving the regular clerkship was admitted to the bar in 1887.

After his admission to practice Mr. Smith continued with Marshall, Clinton & Wilson until the firm was dissolved by the death of Mr. Wilson. He then formed a



PHILIP SHERWOOD SMITH

law partnership with Charles R. Wilson, of Buffalo, with whom he has ever since been associated. The firm of Wilson & Smith has a large law practice of a general character and enjoys a high standing at the bar. The personnel of the copartnership forms a strong association of legal ability, and the firm represents as counsel many large corporate and private interests.

Mr. Smith is a fellow of the American Geographical Society and a member of various other scientific and literary bodies. He is a director of the Fine Arts Academy, a member of the Society of Colonial Wars, a member of the University Club, and belongs to Saint Paul's Episcopal Church.

A good example of the scholarly type of lawyer, Mr. Smith has rescued enough time from his professional

pursuits to devote much attention to general culture. He is a gentleman of marked literary tastes, a lover of art, and an intelligent student of science. To these and kindred subjects he gives most of his leisure, and he is the possessor of a large and admirably chosen library containing many treasures in the shape of rare manuscripts, autographs, and early printed books.

In 1890 Mr. Smith was married to Miss Mary L. Cushing, a daughter of Thomas W. Cushing, a well-known merchant of Buffalo. Mr. and Mrs. Smith have one son, James M. Smith, born in 1891.

Thomas Hazard Noonan, one of the best known of Buffalo's younger practitioners, and past president of the Lawyers' Club of this city, is a New Englander, having been born in Ferrisburgh, Vermont, December 17th, 1865. In Beeman Academy, at New Haven, Vermont, he received the training which fitted him to enter Middlebury College, from which institution he graduated in 1891. Immediately after graduation he took up the study of law at Saint Regis Falls, New York, and later in Potsdam, New York, in the office of the Honorable Theodore H. Swift, now Chief Judge of the Court of Claims, and later in the office of Hannibal Smith in Watertown, New York. In 1894 Mr. Noonan took the bar examination, and was duly admitted at Utica, New York, in September of that year.



THOMAS H. NOONAN

He quickly determined upon Buffalo as the field of his future labors, and in the month of his admission to the bar located in this city. Since that time his career has been one of uninterrupted activity and prosperity.

For four years after coming to Buffalo Mr. Noonan was associated with the Honorable Henry W. Hill, although

no formal partnership existed. In 1900 he formed a partnership with George K. Staples, three years later adding Charles A. Staples to the firm. Since that time the firm has continued under the name of Staples, Noonan & Staples, with offices at number 736 Ellicott Square. It enjoys a wide reputation for energy and ability, and its members are numbered among Buffalo's most distinguished legal men.

Mr. Noonan is a member of the University Club and was for three years a member of its membership committee. He is a member, and has served as treasurer, of the Buffalo Canoe Club. He is a charter member of the Lawyers' Club, and in November, 1906, his colleagues honored him with the presidency of that organization. He is a member and former trustee of the Erie County Bar Association. He is also a member of the Delta Upsilon Fraternity, and in 1906, as first vice-president of the national association, presided over the convention held in Middlebury, Vermont.

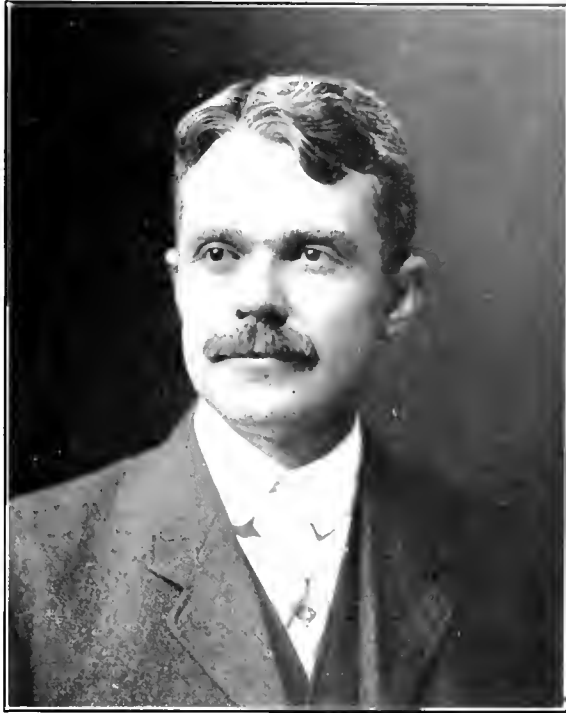
During Governor Odell's tenure of office as chief executive of the State, the subject of this sketch was appointed United States Loan Commissioner, serving so commendably that Governor Higgins reappointed him to the same office, where his term of service has now run into its fifth year.

Mr. Noonan's fraternal affiliations are with the Masonic order, in the circles of which he is widely and favorably known. He is a member of De Molay Lodge, Number 498, Free and Accepted Masons; Buffalo Chapter, Number 71, Royal Arch Masons; Keystone Council, Number 20; Lake Erie Commandery, Number 20, Knights Templar; Palmoni Lodge of Perfection; and Zuleika Grotto, Number 10.

Robert Lynn Cox was born on a farm near Warren, Illinois, November 27th, 1865, the son of Jeremiah L. Cox and Delilah Garretson, both of whom were of Quaker parentage. The father was for many years engaged in farming and afterwards in milling near Warren, Illinois. His ancestors were early settlers in Wayne County, Indiana, where many of them are well known in business and political circles. The village of Cox's Mills, Indiana, was named after the grandfather of the subject of this sketch. The mother was of the Garretson family, widely known through the State of Virginia and the South generally, but who had lived in Ohio since the early part of the nineteenth century. Isaac Garretson, the great-grandfather of Mr. Cox, was the inventor of the first machine for cutting and heading nails, and the original patent, signed by George Washington, is still in existence.

Reaching young manhood, the East appealed to young Mr. Cox as a place of greater opportunity, and when nineteen years of age he came to Buffalo, where he became shipping clerk for The Buffalo School Furniture Company, and in the short space of three years he became superintendent of that company's foundry department. In 1890 he entered a partnership in the publishing business, and thereafter, for two years, his headquarters were in New York City. In 1893 he returned to Buffalo. Several years later he took up the study of law at the University of Buffalo, and was

admitted to the bar in 1898. Upon admission to the bar he entered partnership with Maulsby Kimball under the firm name of Cox & Kimball, a partnership that has continued, with some changes, until the present time, the firm now being Cox, Kimball & Stowe.



ROBERT LYNN COX

Mr. Cox's entrance into public life began with his election, as a Republican, member of the Assembly from the old Second Assembly District in the fall of 1902. From 1903 to 1906 inclusive, he represented that district in a highly creditable manner. The third year of his service he was honored by the State with the appointment to the Armstrong Insurance Investigation Committee, one of the most important committees of its time. His service on this committee was such as to attract the admiration of the entire State. In 1906 he voluntarily retired from his position as member of Assembly, and early in the following year went to New York City as attorney and secretary of the Association of Life Insurance Presidents of New York City. In this work, in which he is still engaged, he confines his attention almost exclusively to insurance law.

Although he has taken up his residence in New York City, Mr. Cox still retains an active interest in the affairs of Buffalo and continues his connection with the law firm of Cox, Kimball & Stowe, of this city.

While a resident of Buffalo, Mr. Cox was a member of the Ellicott Club, and for several years one of its directors; also a member of the Buffalo Club, the Transportation Club, and the Buffalo Society of Natural Sciences. He is a member and past grand of Red Jacket Lodge, Number 238, Independent Order of Odd Fellows; past master of Washington Lodge, Number 240, Free and Accepted Masons; member of Keystone Chapter, Royal Arch Masons; mem-

ber of the Erie Chapter, B. A. M. S.; of the Association of the Bar of the State of New York; and of the executive committee of the State B. A. M. S.; also a member of the Phi Delta Phi fraternity. His religious affiliation is with the Unitarian Church, and for many years he served as trustee of the First Unitarian Congregational Society of Buffalo.

While a member of the Assembly, Mr. Cox served as a member of the Cities Committee, in which he naturally had charge of legislation affecting the city of Buffalo. In the third year of service he was chairman of the Committee on Claims; and in his fourth year chairman of the Judiciary Committee, as well as a member of the highly important Insurance and Cities committees.

In 1890 Mr. Cox married Margaret McKenna of this city. Mr. and Mrs. Cox have three children—Howard L., Carlton W., and Marion R.

Eugene Winfield Harrington. Of the younger members of the bar of the Eighth Judicial District, there are few lawyers who are better or more favorably known than Eugene Winfield Harrington, the subject of this sketch.



EUGENE WINFIELD HARRINGTON

Mr. Harrington is a son of Andrew B. and Adell Perkins Harrington, and was born in the town of Bethany, Genesee County, New York, May 30th, 1866. His is one of the pioneer families of Genesee County, his great-grandfather having settled on the Holland Purchase more than a century ago. The patriotic instinct is strongly developed in this branch of the Harrington family, as Thomas Harrington, of whom Eugene W. is a lineal descendant, was a member of Captain Parker's company of minutemen and participated in the Battle of Lexington on that memorable

nineteenth day of April, 1775, while Andrew B. Harrington, the father of the subject of this sketch, was a member of the Twenty-fourth New York Cavalry, and served two and a half years in the Civil War.

Born in the country, and with the environment of the country always surrounding him, Mr. Harrington obtained his education at the district school, the Genesee and Wyoming Seminary, located in the village of Alexander, Genesee County, and later he became a student at the Attica Union School. At the age of sixteen years, he began teaching school in the country districts, and after devoting three years to teaching, his ambition prompted him to seek better opportunity for his life's work. Taking up railroad work for a time, Mr. Harrington finally came to Buffalo in the year 1890 and took a position with The United States Express Company as cashier, where he remained for several years. Always a student, and desiring to better equip himself for the future, Mr. Harrington registered with the Buffalo Law School in 1891 and devoted his leisure hours to the study of law with the firm of Swift, Weaver & Marcus. He graduated from the Law Department of the Buffalo University in 1893; was admitted to the bar in 1896; and soon after commenced in the active practice of his profession, which he has chosen for his life's work. His success in this profession has been indeed remarkable, and by the closest application to his work he has succeeded in building up a business which speaks in itself of his ability, as he is well known as a trial lawyer of a high order. The habits of thrift and economy in the affairs of life inculcated by his father in his earlier days, together with the unceasing efforts of Mr. Harrington himself, have brought to him a large measure of success in the community where he has lived for many years, and where he has attained the respect of all who know him.

During the past three years, Mr. Harrington has compiled a "History of the Harrington Family of America," which has involved a vast amount of research and has taken very much of his time during this period. He also contributes to several periodicals and magazines on subjects of current interest.

Mr. Harrington was married in 1885 to Clara A. Losee, a daughter of Richard R. Losee, living at Darien, New York. They have one child, Richard Losee Harrington, born in 1886. Mr. Harrington is a member of Hiram Lodge, Number 105, Free and Accepted Masons; Buffalo Chapter, Lake Erie Commandery; and all of the Scottish Rite bodies; and is also a member of the Ismailia Temple.

Harry D. Williams, one of the city's best-known lawyers and clubmen, was born in the village of Hamilton, Madison County, New York, October 28th, 1862. Since the year 1864, however, Buffalo has been his home. He received his education in the public schools of this city and later supplemented that with a course of private instruction. In January, 1884, he was admitted to the practice of law in this State. Since that time he has practiced law successfully in Buffalo.

Mr. Williams has been always more or less prominently identified with politics. He is one of the type of political

workers who draw no sharp party lines and whose influence and activities make for good in the city, State, and national administrations. From 1884 to 1896 he was active in local Democratic politics, and, although he never held office, he was at one time chairman of the Buffalo Democratic City Committee and a member of the Democratic County Committee. In 1896 he was chairman of the Palmer and Buckner campaign committee in Erie County, and, with his associates, conducted an active campaign among the Gold Democrats. In 1898, however, because of his party's frequent caprices, Mr. Williams became affiliated with the Republican Party, with which he has remained until the present time. In 1905 he was honored by the Governor by appoint-



HARRY D. WILLIAMS

ment to the treasurership of the New York State commission of the Lewis and Clark Exposition, held at Portland, Oregon from June first to October fifteenth, 1905.

Mr. Williams has always been a prominent figure in the club life of Buffalo, being a member of the Buffalo, Saturn, Ellicott, and Country clubs and the Buffalo Yacht Club. For four years, from 1886 to 1890, he served as commodore of the Yacht Club, and for fifteen years as a member of its board of directors.

He now conducts a large and lucrative law practice from his offices in the Erie County Savings Bank Building.

Mr. Williams was married April 28th, 1891, to Louise Skey, daughter of Lawrence Skey, of Port Dover, Ontario, Canada. Mr. and Mrs. Williams have three children, Lawrence George, George Bennett, and Holland Van Etten Williams.

Fred Greiner. Easily one of the foremost factors in Buffalo's political and professional life is Mr. Fred Greiner,

the subject of this sketch, a prominent lawyer, postmaster of the city of Buffalo, and one of the leaders in the councils of the Republican Party.

Mr. Greiner has achieved all his success in the city of his nativity, having been born here September 25th, 1854. He received his early school training in the public schools



FRED GREINER

of Buffalo, and at the age of fourteen years entered the law offices of George Wadsworth, where he formed a liking for the legal profession and determined to make that his life work. He studied in Mr. Wadsworth's office until 1877, when he was admitted to the bar. He continued his professional association with Mr. Wadsworth until 1880, when he began the practice of law for himself. He continues individual practice at this writing, with offices at number 338 Brisbane Building, and enjoys much more than local fame as a corporation lawyer and a legal counselor.

Mr. Greiner's activity in the field of politics began almost as early as his legal career, and for many years past he has participated in the battles of his party, first as a common soldier and later as a leader whose counsel has been eagerly sought and usually followed to victory. He was a member of the General Republican Committee for ten years, and in 1901 was elected chairman of the Erie County Republican Committee. In March, 1901, he was appointed postmaster of the city of Buffalo, an appointment that received general approbation and a choice that has been amply vindicated by his thoroughly businesslike administration.

In the social and club life of the city Mr. Greiner is naturally prominent. He has membership in the Buffalo and Ellicott clubs and many other social and fraternal organizations.

Twenty years ago Mr. Greiner married Miss Helen F. Bond, of this city.

Clark H. Timerman, one of the best known lawyers and a leading Republican counsel, was born in Herkimer, New York, December 14th, 1864. He received his early education in the public schools of Little Falls, in Herkimer County. His ambition led him to seek a college course, and he graduated from Hamilton College with the degree of A. B. Realizing that the college man was destined to be a great factor in business life in America, he further pursued his college studies and received the degree of LL. B. from Cornell University. In 1889 he was admitted to the bar of the State of New York and immediately embarked in the general practice of law in this city.

After a period of a few years in individual practice Mr. Timerman formed a partnership with J. H. Pardee, which force was later augmented by the addition of S. W. Petrie, the firm name being Petrie, Timerman & Pardee. This firm continued for a number of years with marked success, and was on the firing line of some of the most notable legal battles in western New York. At the dissolution of the firm Mr. Timerman again took up individual practice, and has continued until this time, when he has become recognized as one of the ablest counselors of the Erie County bar. His offices are in the Ellicott Square Building.



CLARK H. TIMERMAN

Not less than he has succeeded in business has he succeeded in political life. He early identified himself with the Republican Party, and has come to be one of the most active and worthy workers in its ranks. For a number of years he occupied the position of first deputy in the State Comptroller's office at Albany, resigning on July 1st, 1905.

The esteem in which he is held by his colleagues as a political counselor and party worker is attested by the fact

that at the beginning of the present year he was chosen for the sixth time to be the executive chairman of the Erie County Republican Committee.

Edward E. Coatsworth, former District Attorney of Erie County and very prominent in the New York State bar, is a native of Buffalo, having been born here November 5th, 1866, the son of Caleb and Jane Coatsworth. Such educational opportunities as existed at the time the young man availed himself of and after passing through the public schools graduated from the Buffalo High School. Soon after his graduation he determined upon the law as his life's profession and entered the offices of Tabor & Sheehan. January 6th, 1888, he was admitted to the bar, and the firm name became Tabor, Sheehan & Coatsworth. Later the Honorable John Cunnien was added to the firm, the name becoming Tabor, Sheehan, Cunnien & Coatsworth.

In 1892 the old firm was dissolved and the firm of Cunnien & Coatsworth was formed, a partnership that continued for six years and handled some of the most important litigation of that period. In 1899 the firm of Fisher, Wende & Coatsworth was formed, to be dissolved a few years later upon the death of Mr. Theodore Wende. In April, 1905, the present firm of Coatsworth, Diebold & Kraft was formed, and in the short period of its existence has come to be foremost among the legal firms of western New York. The offices of the firm are at 438 Main Street.



EDWARD E. COATSWORTH

Mr. Coatsworth has ever been a staunch Democrat and has stood by his party in some of the most troublesome times it has been called upon to endure locally. He was District Attorney of Erie County in 1903, '04, and '05,

and made a most commendable record, that won the confidence of all, regardless of political affiliations. He retired, in the face of strong solicitation that he accept a renomination, to give his whole time to private practice.

Mr. Coatsworth is vice-president and attorney of the Lackawanna National Bank of West Seneca; trustee and attorney of the Western Savings Bank of Buffalo; a member of the Buffalo Club and the Buffalo Canoe Club. His fraternal affiliations are Masonic, being a brother of the Thirty-second degree, a member of both the New York and Scottish Rites, a Knight Templar, a Noble of the Mystic Shrine, and a member of the Acacia Club and other Masonic organizations.

June 25th, 1894, Mr. Coatsworth married Emma Marion Blacking, daughter of the late Charles Blacking, of this city.



LOUIS E. DESBECKER

Louis E. Desbecker, Corporation Counsel of Buffalo, was born in this city in 1874. He is the son of Samuel Desbecker, a resident here since 1847. He attended the Central High School until 1889. In 1892 he was graduated with high honors from Harvard University, and thereafter took a complete course of study in the New York Law School. He was admitted to the bar in 1894, and for a year served as managing clerk in the law office of Marey & Close.

In 1895, he became associated in the practice of law with Simon Fleischmann and William R. Pooley, with offices in the D. S. Morgan Building. His familiarity with fundamental legal principles, his sound judgment, business sagacity, attention to detail, and high sense of honor rapidly attracted a profitable clientage and placed him in a class with the ablest of the younger members of the bar.

Later, Mr. Desbecker, with Irving L. Fisk and James O. Moore, opened offices on the sixth floor of the D. S. Morgan Building.

Mr. Desbecker, however, did not sink the man in the lawyer. He soon became actively interested in public affairs, and in 1903 was nominated for the office of Councilman on the Democratic ticket. Only one Democratic nominee for that office was elected that year—the present Mayor, James N. Adam—but Mr. Desbecker received the highest vote cast for a defeated candidate. He was elected to his present office by a handsome vote in the fall of 1905.

By devoting to the duties of his public office the qualities by which he achieved success in private practice, Mr. Desbecker has made an enviable record as Corporation Counsel. His aggressiveness in behalf of honest and faithful construction and enforcement of the law has resulted in a number of notable victories for the city in litigation and negotiation.

Mr. Desbecker is a member of the Erie County Bar Association and several of the most prominent social clubs. Not the least of his virtues is a democratic affability which convinces all with whom he is brought into contact that he is a successful, yet not unkindly, exponent of the philosophy of the square deal.

Henry W. Brendel was born in Buffalo, of German parentage, December 10th, 1857. He received his education in the public schools of this city and pursued his studies closely until the estate of young manhood was reached,



HENRY W. BRENDEL

when he selected the law as his life profession. He entered the law office of Hawkins & Fischer in 1875, and later completed his studies under the guidance of Delavan F. Clark, being admitted to the bar in 1879.

In 1879, with George C. Moore, B. A. Brendel formed a partnership with George C. Moore, and continued a general practice of law. The firm was prominently identified with the city's commercial and financial institutions between 1879 and 1891. In 1891, the firm was dissolved by mutual consent. From 1891 to 1897 Mr. Brendel practiced alone, forming a partnership with Joseph Frank W. Standart, which partnership was continued with the addition of Francis F. B. in 1906. The firm is known as Brendel, Standart & B. and its office is in the Mutual Life Building.

Mr. Brendel has always been active in Republican politics and has served in the Republican General Executive Committee as its chairman and treasurer. Three times he was nominated for the Assembly, but, his district having a large Democratic majority, he was defeated. October 7th, 1897, he was appointed by President McKinley to be Collector of Customs at the Port of Buffalo and served with distinguishing credit in that capacity until January, 1906. In 1896-97 he served in a responsible position in the Department of Excise.

Mr. Brendel, though a busy man with his private and public duties, has found time to identify himself with the citizen soldiery, and for twenty five years has been a member of the Sixty-fifth Regiment, N. G. N. Y. When the Spanish-American crisis in 1898 elicited a call from the nation's chief executive for volunteers, Mr. Brendel was one of the first to respond and went into the United States service with his regiment. His soldierly qualities were so manifest during those dark days at Camp Black and in the fever pen of Camp Alger that he was quickly advanced, and in 1907 was brevetted major. The State service has had no friend more staunch than Mr. Brendel, and he has had much to do with bringing the National Guard of New York State to its present high state of efficiency.

With the German societies of this city the subject of this sketch has also been prominently identified. He has been trustee of the Buffalo Orphans for the past seven years, and treasurer of both the German Society of Buffalo and the German-American Alliance. He is a member of the Teutonia Männerchor, the Harigari, and other local singing organizations, and is a member of Saint Stephen's Evangelical Church.

Robert W. Pomeroy, son of Theodore M. Pomeroy, of Auburn, New York, was born February 24th, 1868, and educated at the public schools of Auburn and at Yale University, graduating in the class of 1891. Later he entered the Harvard Law School, graduating in the class of 1895.

Upon graduation from the Harvard Law School, Mr. Pomeroy married Miss Lucy Bemis, of Cambridge, Massachusetts, and after a few months of travel located at Buffalo, serving for two years as clerk in the law office of Rogers, Locke & Milburn. He then opened his own office, and has since continued an independent practice of business law, devoting much of his time to business enterprises. With the city's commercial and financial institutions he is closely identified. He is a trustee of The Fidelity Trust

Company; also a member of the board of directors of The Buffalo General Electric Company, The Edward Elsworth Company, The Natural Food Company, of Niagara Falls, The Buffalo Abstract and Title Company, The Eastern Oil Company, The Buffalo Mines, Limited, Buffalo Belting and Weaving Company, Buffalo Coated Paper Company, and



ROBERT W. POMEROY

Adirondack Fire Insurance Company; and president of The New York and Buffalo Audit Company.

Mr. Pomeroy is active in the club life of Buffalo, and is identified with several charitable institutions. He has served as president of the Country Club, vice-dean of the Saturn Club, and secretary of the Buffalo Club, and is a member of the University and Ellicott clubs, as well as of the Yale Club and the University Club of New York City. He is vice-president of the Charity Organization Society of Buffalo, a member of the board of trustees of the Buffalo General Hospital and of the Buffalo Fine Arts Academy, which he has served as secretary. He is also identified with church work, being president of the Men's Club of the First Presbyterian Church and a trustee of Mount Hermon Boys' School at East Northfield, Massachusetts.

Mayor Adam has recently appointed Mr. Pomeroy chairman of the Railroad Terminal Commission of Buffalo.

Governor Higgins appointed Mr. Pomeroy to the New York State Commission of the Jamestown Tercentennial Exposition.

Ganson Depew has attained his legal and business success in the city of his nativity. He was born March 6th, 1866, and attended the public schools of Buffalo, graduating from the high school in 1884, and retiring from school life the president of his class and the class orator. In the year

of his graduation he was further honored by his fellow students by his election to the vice-presidency of the High School Association, which comprised and still retains a very large membership throughout the city.

Mr. Depew entered the law office of Greene, McMillan & Gluck, then one of the foremost law firms in western New York. There he studied law until 1887, when he was admitted to the bar and three years after his admission he became a member of the firm under which he has pursued his studies. The firm name then became McMillan, Gluck, Pooley & Depew. The firm became one of the most prominent corporation law firms in the State. Among the clients it represented were the New York Central, the Lake Shore, the Michigan Central and other large railroad lines, and great financial interests of both the city and the State. During his connection with this firm, Mr. Depew distinguished himself on many occasions. Mr. Depew's family connections gave him no little prestige in his profession, he being a nephew of the Honorable Chauncey M. Depew and a cousin of John Ganson, both of whom were, for many years, leaders of the bar of the State of New York.

Upon the death of Mr. Gluck, the firm became known as McMillan, Pooley, Depew & Spratt, until, some time after, when Mr. McMillan went to New Mexico, it became Pooley, Depew & Spratt, Charles A. Pooley and Maurice



GANSON DEPEW

C. Spratt being the other members of the firm. Mr. Depew maintained this position until January 1st, 1902, when he left the profession of law to devote his energies henceforth to his purely business interests.

Mr. Depew's father-in-law, the late Frank H. Goodyear, had for some time felt the necessity of having some member of his family interested in his increasing business charges,

and he prevailed upon Mr. Depew to become associated with him in the Buffalo & Susquehanna Railroad and to accept a managing directorship in The Goodyear Lumber Company and other Goodyear interests. These connections Mr. Depew has maintained since, being at the present time especially interested in The Buffalo and Susquehanna Coal and Coke Company, of which he is vice-president and the active head. His offices are located in the Ellicott Square.

Mr. Depew is a member of the Buffalo, Saturn, Country, Transportation, and other Buffalo clubs, and has for many years been prominent in the social life of the city.

His fraternal association is with the Ancient Landmarks Lodge, Number 441, Free and Accepted Masons, and with Adytum Chapter, Number 235, Royal Arch Masons. He is also a member of the Sons of the American Revolution. For ten years, from 1897 to 1907, he was a trustee of the Grosvenor Library. Mr. Depew has always had also a deep interest in the Buffalo Public Library, and in 1892 and again in 1895, this was recognized by his election to the office of a director of the library, he receiving on both occasions the highest vote of any of the candidates.

November 15th, 1894, Mr. Depew was married to Grace E. Goodyear, the daughter of Frank H. Goodyear. He has two children.

Frank St. John Sidway, one of Buffalo's leading young lawyers, is a native of Buffalo, a son of one of its oldest and most esteemed families. He was born Decem-



FRANK ST. JOHN SIDWAY

ber 5th, 1869, the son of Franklin Sidway and Charlotte Spaulding Sidway, daughter of the late Honorable E. G. Spaulding. Mr. Sidway received his early education in the public and private schools of the city of his nativity,

and later entered Yale University in preparation for Harvard University. He graduated with the class of 1893, but left college to enter the Buffalo Law School, from which he graduated in 1894.

For two years he studied law with Lewis, Moot & Lewis, later entering the office of Steagert, Moot, Sprague & Brownell, where he remained for three years. In 1897 he entered into the partnership for himself, and has since that time carried on a successful law practice, with offices at 191 Main Street.

Mr. Sidway has given much time and attention to the citizen soldiery of his native State. He was for many years a member of the Seventy-fourth Regiment, receiving his commission as second lieutenant of Company B on March 1st, 1894. He was advanced to first lieutenant on March 6th, 1895, and received a captain's commission November 23d, 1897. During the Spanish War he went to the front with the Two Hundred and Second Regiment, formed in this city and vicinity, and served in Cuba as captain of Company C in that organization. He received his honorable discharge from the Seventy-fourth Regiment October 1st, 1902.

Mr. Sidway is a member of the Buffalo, Saturn, and Harvard clubs, the Buffalo Orpheus, and the Buffalo Historical Society, and a life member of the Buffalo Library and the Buffalo Fine Arts Academy. He is also a member of the Spanish War Veterans' Association and of the Military and Naval Order of the Spanish War.

On April 16th, 1903, Mr. Sidway married Amelia Roberts, daughter of former State Comptroller James A. Roberts, of this city.

Frederick Coleman Gratwick, the second son of the late William H. Gratwick, was born in Albany, New York,



FREDERICK COLEMAN GRATWICK

in 1874. He received his early education in Buffalo, whither his family moved in 1876. He entered Harvard College and graduated in the class of 1897. Thereafter he took up the study of law at the Harvard Law School, and later passed his bar examinations in New York City, and was admitted to the practice of law in 1900.

After traveling for a period of two years, Mr. Gratwick returned to Buffalo and entered the law firm of Chester & Smith in December, 1904, and in July, 1905, was admitted to membership in the firm, which then became known as Chester, Smith & Gratwick, having offices in the Ellicott Square Building.

Aside from his law, Mr. Gratwick has business interests in lumber and lake vessels. He is vice-president of The George F. Wescott Company, manufacturers of elevators and factory equipment, and has recently become a director of the Columbia National Bank.

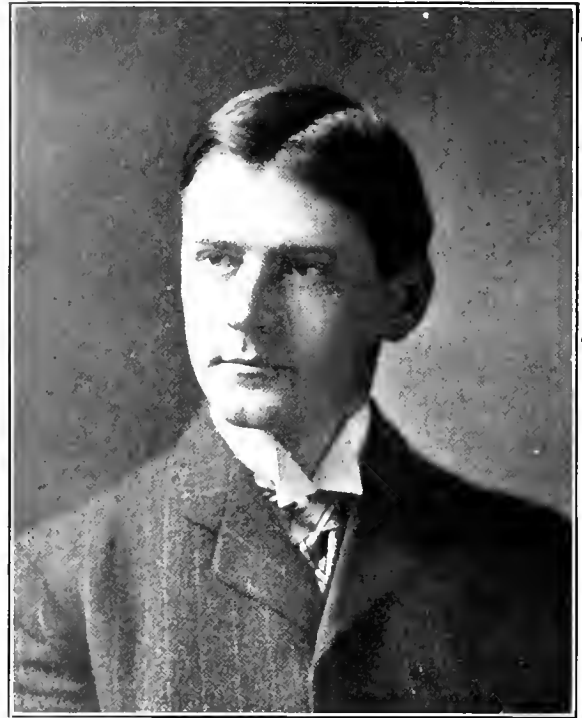
He has been secretary for the past two years of the Election Laws Enforcement Association, an organization which has done much to better the election conditions in the city. He is also vice-president of the new Buffalo Homeopathic Hospital. He is a member of a number of clubs, among others the Buffalo Club, the Saturn Club, and the Country Club.

Oscar F. Georgi was born in Buffalo September 25th, 1873. He graduated with the class of 1895 from the Buffalo Law School and was admitted to the bar during that same year. Following his admission to the bar and for a period of two years he was managing clerk for Moot, Sprague, Brownell & Marcy.

In 1897 Mr. Georgi went to New York City to fill a responsible position in the legal department of the Erie Railroad, and for a number of years he was attorney in charge of claims and litigations for the entire Erie Railroad system. He has been identified with large matters where sound judgment was required.

Finding the city of his nativity more to his liking, he returned in 1905 for the purpose of entering upon the practice of law, with offices in the Fidelity Building. Mr.

Georgi's business activities are not confined exclusively to the law profession. He is a director in The Jacob Dold Packing Company and similarly connected with a number of other of Buffalo's largest institutions.



OSCAR F. GEORGI

In social and fraternal life Mr. Georgi has been prominent in his home city. He is a member of the Transportation Club, the Lawyers' Club, and of Manual Lodge, Number 636, Free and Accepted Masons, and is secretary of the Bar Association of Erie County. While he has always taken an active interest in politics and the political welfare of this city, he has never sought office. His political affiliations are with the Republican Party.

In 1903 Mr. Georgi married Miss Florence Dold, daughter of Jacob Dold.

OFFICE BUILDINGS.

THE Brisbane Building.—In Buffalo, on Main, Clinton, and Washington streets, opposite Lafayette Square, stood for many years the old "Arcade" Building, the largest office building in Buffalo. It was designed and built by Messrs. Albert and George Brisbane, the owners, and the Rose Brothers, architects, in the early fifties.

On the morning of December 14th, 1893, this building was completely destroyed by fire, and on this site in 1895 was erected the present building by James Brisbane and James Mooney, Mr. Mooney having acquired an interest in the property some few years previous and holding same until 1906, at which time Mr. James Brisbane succeeded to the entire control of the property.

The Brisbane Building, as it is now known, is admittedly one of the finest in the city, being on the south side of, and having a frontage of two hundred feet on, beautiful Lafayette Park, which is surrounded by Buffalo's finest buildings. It was only needed to complete this beautiful square, in the center of which stands the Soldiers' and Sailors' monument of granite and bronze, that the old Arcade should give way to the magnificent structure which now stands on this memorable site. Added to the fact that it is the very center of the radial system of the street railways of the city, that two of the largest dry goods houses are adjoining it, that the principal hotels are within a block's distance, and that within a small radius there are no less than ten banking institutions, it will readily be seen that no finer location exists in the city. The building itself has a frontage of one hundred and eighty feet on Main Street, one hundred and eighty feet on Washington Street, and two hundred feet on Clinton Street, occupying over one half the entire block.

The building is constructed of iron and steel, fireproof floor-arching and partitions, concrete, terra cotta, and marble. The design is of the classic Renaissance, so well adapted to large buildings of this class, and has been used with admirable effect in the construction of the building.

The grouping of the different stories by means of cornices extending around the building, and the large pilasters occurring at intervals and forming a break in the fronts, enriched with terra cotta capitals of ornate design and terminating in the Corinthian cornices with pediments over

each projection, gives to the whole exterior a beauty and repose that could not be obtained in any other style.

The heating and power is furnished by four one hundred and twenty-five horsepower boilers, and there is not a more admirable and perfect engine-room and plant in the State.

The ground floor of the building is occupied by the three largest stores of their line in Buffalo. The Kleinhans Company, clothiers, occupy the entire Clinton Street front. Messrs. Faxon, Williams & Faxon, the most prominent grocers in western New York, together with S. H. Knox's five and ten cent store, occupy the balance of the ground floor of the building, both stores running through from Main to Washington Street, having entrances on both sides.

The second floor is arranged especially for light, having a grand court fifty feet wide which extends from the center of the Clinton Street side back the entire depth of the building. This court is covered by a colored glass dome, giving a very handsome effect.

The upper floors of the building are occupied by the New York Life, the Etna Life, the Union, and the Prudential insurance companies, together with many of the offices of the large railroads (such as the New York Central Railroad, the Pennsylvania Railroad, the Buffalo & Lake Erie Traction Company), as well as many of Buffalo's most prominent lawyers.

The Mutual Life Building. Foremost among the great office buildings and business homes in which Buffalo justly prides herself, is the Mutual Life Building at 202 to 218 Pearl Street. Dignified and well located, it stands well up among the great architectural monuments that mark the business section of this fast growing city.

The Mutual Life Building was first opened for occupancy in May, 1897, and since then its clientele has numbered some of Buffalo's best-known business individuals and firms. It towers ten stories high, of superior fireproof construction, and contains two hundred and twenty offices, all of which are large, well-lighted, and well-ventilated. Many of these offices command an exquisite view of the lake front and the surrounding city. The building is constructed around steel framework, the massive front being of a beautiful dressed stone and the rear of brick.

The present owner of the Mutual Life Building is The Carroll & Baldwin Realty Company, of New York City. The firm is composed of Joseph Carroll, an extensive dealer in horses, who is president of the company; Leonard D. Baldwin, vice-president; and A. J. Baldwin, secretary and treasurer. The Baldwins are among the best-known corporation lawyers in New York City. Their foresight led them in 1906 to anticipate an extensive demand for business homes in the downtown section of Buffalo. They promptly acquired the structure, and their anticipations have been generously realized.

The local representative of The Carroll & Baldwin Realty Company is James A. Magoffin, a well-known Buffalo attorney. The office of the building is at room number 824 on the eighth floor.

The White Building. - Buffalo is particularly fortunate in possessing many new and elaborate office buildings, no one of which brings more credit to the city than the White Building, on Main Street, between Erie and Swan streets. It is designed on the most modern lines, with a special eye to the comforts of its patrons. In its unsurpassed location,—the very heart of the business, banking, and office building district,—it is especially desirable. It is easily accessible from all important parts of the city, and but two minutes' walk to the post office, the City and County Hall, ten banks, and nine out of ten of the other large office buildings. All the principal street car lines center near by, and the railroad stations are conveniently near.

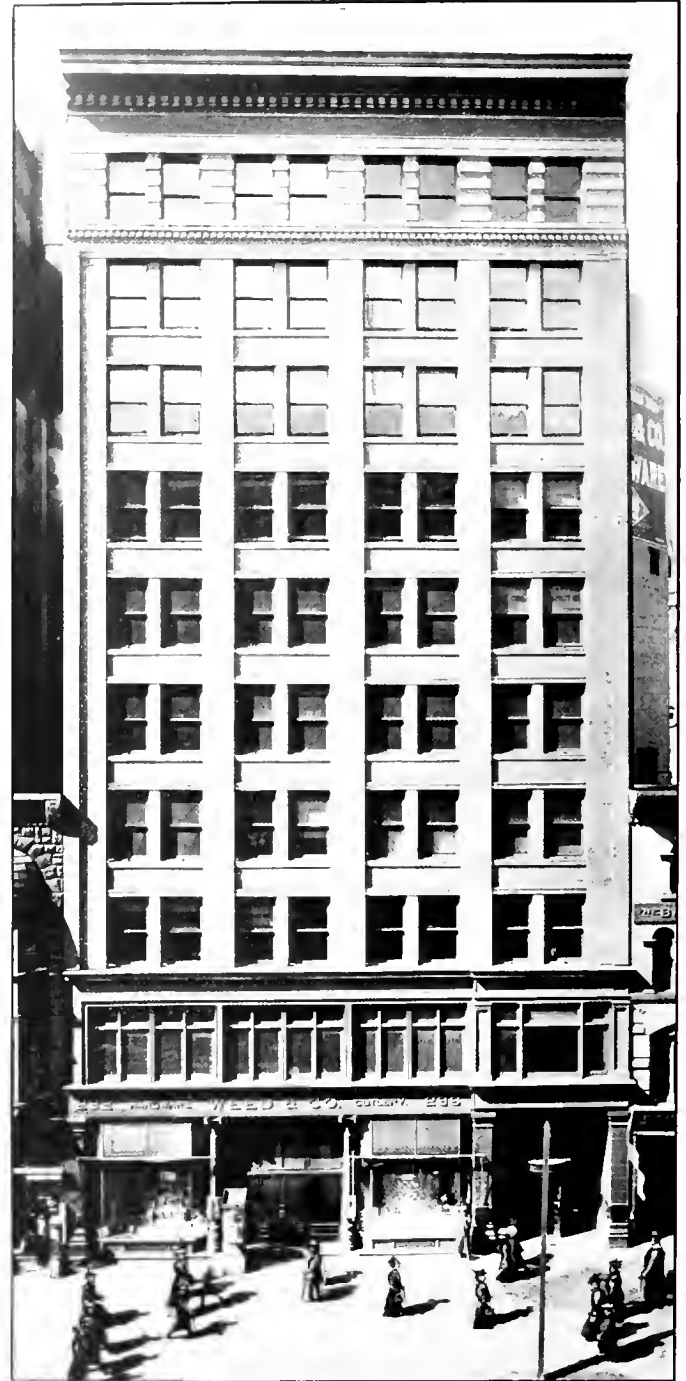
The building fronts on both Main and Erie streets and has entrances from both streets. A particularly desirable feature is the commanding outlook from both streets; the Main Street side overlooks the business section of that thoroughfare, and from the Erie Street side there is a fine view of Buffalo harbor and the Niagara River, and many miles of the open lake.

The building well deserves the term fireproof, for its walls are heavy, self-supporting fire walls, not of the ordinary steel construction, but absolutely fireproofed. These walls form a complete fire barrier on both sides of the building, while it faces a fireproof building on Main Street, and a large open space on Erie Street.

The White Building is eleven stories in height, with the ground floor and basement fitted out for banking and store purposes, nine full office floors above the ground floor, and an attic floor designed for office purposes. This gives a vast floor space, which is liberally divided into one hundred and fifty-six offices, all designed with a special view to the convenience, comfort, and business needs of the tenants. For those requiring offices a little larger or smaller than the standard, the sixth and seventh floors have been so arranged that the offices are smaller on the court and proportionately larger where they front the street.

Each office is provided with a washstand with running water, also a hat and coat rack, and special arrangement can be made for a large safe. All offices are wired for both Frontier and Bell telephones and Postal and Western Union call boxes, and have the Western Union time clock

service. Wires are all concealed in wire conduits buried in the ceiling. The offices and corridors are lighted with large windows, and special provision has been made for ventilation without a direct draft. The elevator service is of a high order and extends to the basement, where all freight is received and delivered without annoyance to the



THE WHITE BUILDING

tenants. The elevator doors are self-closing and noiseless, and the entire service is designed with a special view to safety. The women's lavatory is located on the third floor of the building, where a comfortable retiring room is also provided. The barber shop is located on the fourth floor,

as are also the gentlemen's lavatories, and small lavatories are provided on every floor. A drinking fountain, with filtered running ice water, the mail chute, and other office building conveniences are located near the elevator on all floors.

The interior finish of the building is quartered antique oak in all offices and corridors, marble floors and columns in all corridors, and polished maple floors in the offices. Commodious and well-lighted entrance halls are finished with high white marble wainscoting, paneled, the side walls and ceilings being decorated in ivory white. The woodwork is mahogany, and the floor is Tennessee marble. The main entrance door is the most modern type of automatic revolving door.

A duplicate of the original White Pine office building, generated by the original White Pine office building, is located in the structure. The building is a fine example of the modern office building, and is given very careful attention to detail.

The new White Pine office building is a fine example of the original White Pine office building, and is a fine example of the original White Pine office building. It has been the aim of the owner to make it as perfect in all its appointments as possible, and liberal expenditure could make it one of the best office buildings in the country.

THE BUFFALO EVENING NEWS.

THE HISTORY of a really great newspaper is vastly more than can be enclosed between covers—more than mere type and the skill of men can record. Up to a certain point its career is possible of description, but beyond that its story must be written, and forever stand, in its achievements; the battles it has won for the right, the men it has made or unmade when the public good has demanded such action, the public improvements it has wrought, and, in short, the general good it has accomplished.

More than any other institution, except Government; more than any man, or set of men, however illustrious, does the truly great newspaper wield an influence that will serve its present purpose and live to have its own effect on the future of a nation and a people. It is the true, and only effective, mirror of public opinion, reflecting the needs and wants of its community in their entirety, concealing nothing. To measure its importance we have but to imagine, if possible, what the community of modern existence would be without it.

All of these things the newspaper should be and do—and more; it is the true agent of enlightenment and education, elucidating practically all contemporary subjects, and giving to all an understanding of current things impossible of acquirement through any other channel.

Such an organ, inspirer, counsellor, protector, friend and neighbor the BUFFALO EVENING NEWS has been and seeks to be. That it has been successful only a glance at its record is necessary to affirm. Today, but little more than a quarter of a century after its inception, it circulates in round numbers one hundred thousand copies every day. Figuring upon the customary basis of five readers for every copy this means that there are a half million people who peruse

its columns every business day of the year. Not only does this great constituency read it, but trusts it, relies upon it, and looks upon it as an ever willing help for right, and a fearless, uncompromising foe to all that endangers the privileges and province of the people. From the first it has truly been "The People's Paper," and its success is its own best commentary.

The BUFFALO SUNDAY NEWS was established in 1873. Despite prognostications of failure it thrived, and not only

became widely circulated, but became a powerful arm of the Empire State's journalistic body. True, it had opposition at the beginning, but the management's determination to produce a clean, pure paper, that would be welcomed in the home and at the fireside, was so completely fulfilled that all competition succumbed to the inevitable and discontinued publication. At that early day there was a pronounced disposition to regard a Sunday newspaper as an invader of the Sabbath's sanctity, but gradually the managerial and editorial policy of the News served to modify that. The proprietors and editors believed that sermons could be preached upon the topics of the day as well from the editorial sanctum as from the rostrum and pulpit, a belief that is now concurred in by all classes of citizen-

ship. Reference to the files of the early News shows that there was, indeed, a religion of a distinctive type to be found in its columns—a creed that held the public good above all else and the approbation of the people more to be desired than financial success.

What was true then is true to this day, and the management has never faltered in its adherence to the precepts that have guided its destinies since the beginning. Nor is the management unmindful, either, of the encouragement and



EDWARD H. BUTLER

undeviating efforts of the people in fighting the good fight. Ever the citizens of Buffalo, irrespective of party and other affiliations, have stood behind the News in its fight for right. To them, scarcely less than to the management itself, has the newspaper's growth to be one of the greatest live newspapers of America been a source of gratification and pride.

Political it has been, as must every newspaper be, to the extent of a party affiliation. But the most careful investigation of its past will not disclose a single instance wherein the people have been considered second to party. Neither will such a search show even an isolated case of the News being subservient to monopolies or untrustworthy individuals. Ever it has progressed, content to rise or fall on its own merits as a newspaper, and always with a pertinacity in the cause of justice its dominant characteristic.

It would be impossible to chronicle in detail here the extent to which the early News bore on the life and development of Buffalo, which at that time was making greater strides than it had ever before known. A passing glance will suffice.

Early in the existence of the SUNDAY NEWS the need of an ample supply of pure water for East Buffalo became apparent. The fight was waged through its columns and ultimately won. An investigation of the reported sale of diseased meat; a protest against the employment of inexperienced teachers in the public schools; an expose of the monopoly then existing in the manufacture and supply of gas, and the defeat of the Cross Town Railroad "jobs" were all accomplishments of the early months of the paper.

Its rapid growth soon led to the installation and first operation, of a new Campbell press; also to the enlargement of the paper from eight to nine, and two weeks later to ten, columns width.

For a quarter of a century Mr. Butler gave his immediate presence and undivided attention to the welfare of the News and its constituency, and it has been only in the past few years that he has absented himself from the proprietor's desk, and then only for brief periods divided between European travel and short sojourns at his winter home in Darlington, South Carolina. Always, however, he is in close touch with the home office, either by telegraph or cable, and the welfare of the city is as closely under his eye as ever before.

In July, 1875, in a series of masterful articles, the attention of the legislators was directed to the necessity of using their utmost endeavors to enact laws in favor of the working-man and not in behalf of capital as against labor.

In September, 1875, the News exposed the "Know-nothing" societies extant in various parts of the country, an expose that was copied two months later by the New York Herald and flaunted by that metropolitan journal as a remarkable piece of journalistic enterprise.

The following year, 1876, was marked by severe, but warranted, condemnation of city officials, for disbursing moneys without authority; a protest against the indiscriminate importation of Chinese and other aliens in competition with American labor; a call for the alleviation of the wants of the poor of the city, and a successful campaign against a triumvirate of political dictators.

In November, 1876, the News declared the possibility of Samuel J. Tilden assuming the Presidential chair in the event of the House of Representatives declaring his election, and outlined the exact course which Mr. Tilden subsequently



THE BUFFALO NEWS BUILDING

followed. The paper also conducted a highly successful campaign for lower tolls on the canal, a work that brought renewed activity to canal shipping which was then greatly in decline because of the rapid extension of railroads. In August the Common Council recognized the prestige of the News by making it the official paper, commissioned to publish the reports of that honorable body.

In October, 1877, the NEWS commenced the political campaign by supporting Doctor Ray V. Pierce as a candidate for the State Senate, a selection that was vindicated by his election and his excellent record in office.

In the following year the paper gained another flattering victory in leading to a successful finish the campaign of Doctor Ray V. Pierce for Congress. Doctor Pierce's opponent was Honorable Daniel N. Lockwood—one of the most desirable men who could have possibly been nominated—but the NEWS' candidate was supported to a triumphant election.

Again the paper took a bold stand for labor when, in 1879, it advocated the restriction of convict labor to a degree where it would not compete with free labor, a principle which subsequently became paramount in all labor organizations

first day reached the somewhat remarkable total of seven thousand copies. By an accident, the first edition, which should have appeared at two o'clock, was stillborn, so really the first edition of the NEWS was never printed. Incidentally this circumstance must shake the faith of the superstitious, for the omen of ill luck has never been fulfilled.

The first issue elicited flattering comment wherever read. With its very birth it established a reputation for the accuracy of its prognostications by foretelling the result of the Garfield-Hancock Presidential contest, an achievement that was generally commented upon. The prestige of the SUNDAY NEWS was available capital for the new publication and the editions quickly increased in number from two to five. While the identity of the two publications was preserved separately,

they were one in their efforts to combat evil and truthfully record public opinion, and the record of their achievements is one history. This was due largely to the employment of the same staff on both newspapers, or rather of a double staff under the same general supervision. Naturally this required a greatly augmented force and recruits were drawn from the staffs of the New York Tribune, Star, and Times, the new venture starting with a thoroughly equipped force in every department.

From the very first there was the strongest esprit du corps in the entire organization and a degree of loyalty of employee to employer that is seldom seen on any newspaper. The NEWS has ever been famed for its generous treatment of its workers, a policy that has figured in no small degree in the great success it has attained.

Soon after the inception of the NEWS a rival publication, nearly like the NEWS in size, but wholly unlike in character, was instituted and an opposition rarely

equalled in virulence and sharpness of personal attack was commenced. From the first the NEWS, secure in its own merited position, steadily refused to recognize its competitor or give it the benefit of controversy, or to publish its name in any connection. Its own course was followed consistently with a view to the establishment of a permanent clientele by conscientious fulfillment of what it deemed the true mission of a newspaper—to give all the news, treat all public questions fearlessly but without bitterness, and make friends rather than enemies by unwarranted personal attacks. The policy was justified by experience, and after a prolonged struggle, during which seventy thousand dollars was expended, the Evening Telegraph was sold by Messrs. Scripps to the EVENING NEWS. The EVENING NEWS at that time was securely established and possessed of a circulation exceeding that of all the other newspapers in Buffalo.

The events marking the early days of the EVENING NEWS



EDWARD H. BUTLER'S PRIVATE OFFICE

throughout the United States, and which found its first champion in the NEWS. A strong fight against permitting politics to enter into the police department, and a series of logical reasons why Fort Porter should be made a permanent military post were other features of that year.

The year 1880 was a notable one in the history of the paper, for it was that year that witnessed the establishment of the BUFFALO EVENING NEWS, a daily publication destined to become one of the most potent factors in the world of journalism. A popular priced evening newspaper was at that time a rarity, but the project had been long in contemplation and a careful study of the field and the conditions led to a favorable conclusion that has since been amply vindicated. In that year the newspaper was removed temporarily to 214 Main Street, which was its place of business till it was established in a new home of its own at 218 Main Street in 1881.

The BUFFALO EVENING NEWS, a bright six-column paper appeared on Monday, October 11th, 1880, and the sale the

came in rapid succession. Only the most important of them can be chronicled here and those but briefly.

In its initial week the infant journal scored one of the most important news "beats" of the year, and gave through its special service the first news of the loss of the Steamship "City of Alpena" and its forty-five passengers. The Dart-Seifert shooting, the Birge fire with its attendant loss of life, the burning of the Palace Hotel, and the collapse of the Central Depot roof were other news matters of the time that were ably and fully covered.

The year 1881 was Buffalo's great boom year and here again the NEWS displayed its true value by constantly counseling against abnormal, riotous speculation and did its own part to keep the activity from assuming unhealthy proportions.

In 1881, also, the "graveyard insurance" conspiracy was exposed, and as a direct result of the NEWS' activity one agent was driven out of business, two companies were exiled from the state, another recalled and its policies cancelled, and the evil of "graveyard insurance" was checked.

The paper made and won the fight to save Martin Flannigan, a murderer, from the gallows in the belief that the man was mentally irresponsible when the crime was committed. Governor Cornell signed his commutation papers.

A steady growth in circulation and influence, and well-founded judgment of a strangely disordered political condition, brought the NEWS in 1882 to a most commanding position. With a daily circulation of eighteen thousand copies, and that constantly growing, it was doubtless the most important daily newspaper in the Empire State outside of New York City. In that year the paper suggested Mayor Grover Cleveland to the Democracy as a candidate for the Governorship. Its judgment was again vindicated in his election by the unprecedented majority of one hundred ninety-three thousand votes. In this campaign the NEWS became firmly established as one of the foremost leaders of public opinion in the state.

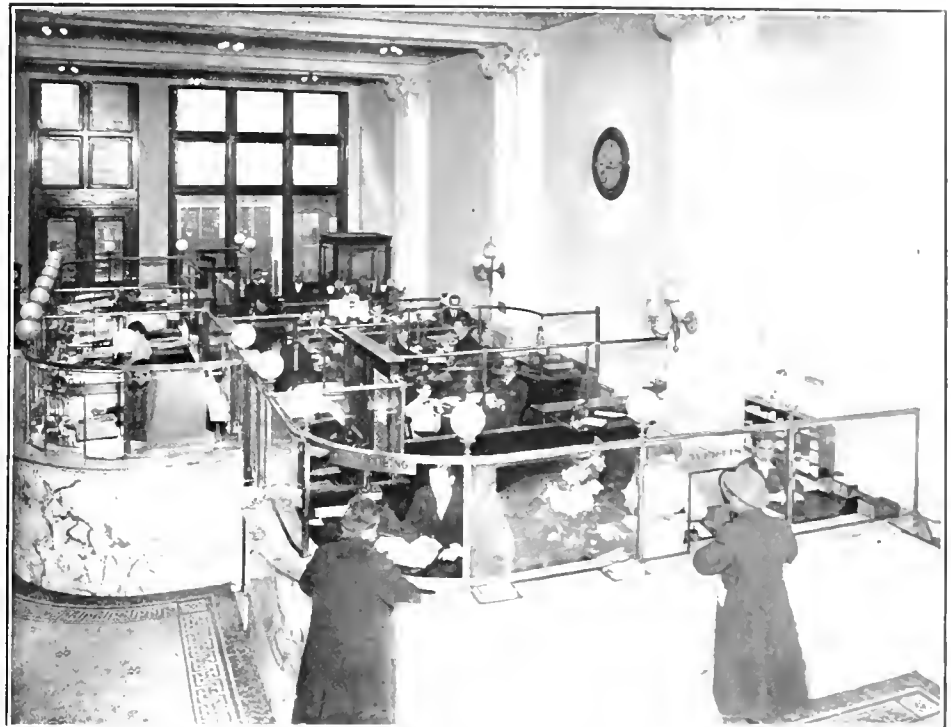
About this time the paper's telegraphic service was greatly improved through the passing of the National Associated Press, of which the NEWS was a member, to the United Press. The change gave an entirely new and more thorough service, which at the time was considered well nigh perfection, though in the light of the improvements of recent years, the wireless telegraph, the common use of the telephone, and other forms of word transmission, it must have been more or less crude. Edward H. Butler was one of the founders of the improved system and vice-president of the association.

In 1883 the NEWS made another great effort in behalf

of the American workingman by passing through the Legislature a constitutional amendment (1900), when submitted to the people and adopted by a three-fourths vote, ended forever the convict contract labor system.

Long before the presidential campaign of 1884 the NEWS began its support of Governor Cleveland for the presidential nomination. As far in advance as July 30th, 1882, the subject was broached by this paper and supplemented by interviews with the State's foremost men. His successful campaign and election are matters of common history, and in it the influence of the NEWS played no small part. While Mr. Cleveland's election brought no advantage to Buffalo, politically, it attracted attention to the growing importance of the city and stimulated its energies and development.

In 1885 fire destroyed the splendid Music Hall and Saint



THE BUFFALO NEWS COUNTING ROOM

Louis' Church. By noon of the following day the NEWS had established a fund for the restoration of Music Hall and had headed the list of subscribers. The subscription reached the grand total of eighty-nine thousand dollars, assuring its rebuilding on a grander scale than before.

In 1886 a terrible storm left twenty families homeless on the water front, who were well and comfortably cared for through a fund created by the NEWS and which reached the sum of five thousand dollars.

In the same year the successful fight for increased pay for the firemen, and improvements in the force, and the system of administration at the Buffalo postoffice were further examples of the good work an independent and vigorous newspaper can perform.

A pause, to glance at the NEWS of 1886, is more than worth while. Scarcely six years of age, it had attained a

circulation of forty thousand with occasional spurts to fifty thousand and over, or one paper for every five persons of the city's population. This was a greater circulation than was enjoyed by any paper in the Empire State outside of New York City, and greater than many of the New York dailies that aspired to national importance. Facilities had been constantly added, splendid presses, and new and improved methods and systems of distribution. Typographically, the paper was the peer of ninety-five per cent of American daily journals, and its columns scintillated with the brilliancy and philosophy of such writers as Henry George, Lyman Abbott, Julian Ralph, Gustav Kobbé, Joel Benton, Mrs. Hermans, Colonel Robert G. Ingersoll, Reverend E. Dewitt Falmagne, Frank Carpenter, Will Carleton, W. S. Lampton, and Helen Campbell.

1887

A successful movement in behalf of overworked factory children; an agitation that practically put an end to raffling in the city; a demand for better sewage; the first general movement toward the preservation of Niagara's natural beauties and a suggestion that the taking of water from the river for industrial purposes be regulated by a commission; for the pavement of Genesee Street; for the lowering of canal tolls; against the peddling of impure milk. Also, in this period, the *News* featured the Buffalo Driving Park races; the burning of the Richmond Hotel, and a fight for electric street cars.

1888

A systematic booming of Buffalo as an industrial center; a fight against holiday labor; a recommendation, that was subsequently acted upon favorably, that women be appointed factory inspectors. Another feature of the year was a comprehensive review of the reign of the Kaiser of Germany, profusely illustrated, published in the last edition on the day of his death, a piece of newspaper enterprise that attracted more than local attention. In this year, also, the *News* defended George W. Rogers, a Buffalo New York, and Pennsylvania Railroad clerk, whom the paper believed was unjustly accused of mail robbery. His acquittal followed.

1889

A sane defense of the eight-hour law; a movement for Civil Service reform; a crusade against bad meat on the city markets; a demand for a new postoffice site downtown; a demand for improvement in the water supply. In this year the *News* installed a long distance telephone, the first in the city. Special features of the year were a series of letters from Henry M. Stanley, then exploring Africa, and a story of fiction by "Onida," then in the height of her fame.

1890

A fight, that continued throughout the warm months, for cheaper ice for the poor; opposed Sheehan's charter amendments with success; a general crusade for cleaner streets that was followed by great activity in the Department of Public Works. Other features of the year were the covering of the execution of Kemmler, the first condemned man to be electrocuted, and a memorable interview with George Francis Train, then one of the foremost figures in America.

1891

A crusade against the so-called Fish Trust; a movement for fresh air for poor children which has resulted in the present



A CORNER IN THE EDITORIAL ROOMS

great system of sending thousands of poor children to the country for two weeks during the summer months; an agitation that resulted in the addition of one company—Company H—to the Seventy-fourth Regiment. This year also witnessed the publication of the greatest newspaper "extra" in the history of Buffalo journalism. It was issued on the winning of the great Brooklyn Handicap race by "Tenney," a contest that attracted worldwide attention. The extra was issued and was being sold on the street in but a few minutes after the finish of the race and in thirty minutes the complete edition of fifteen thousand copies was exhausted.

1892.

In this year the *News* lauded Congressman William McKinley, and described him as one of the most able men in the House of Representatives. It was the *News*' pleasure, also, to forecast a great career for him, a forecast that was subsequently vindicated by his elevation to the highest office within the gift of the American people. This year a general

fight was instituted against drawing the schools into politics, a fight that was successful, as was the crusade against overcrowding the poor and insane in the various state institutions.

1893

In 1893 the *News* began a memorable fight against "Paddler" Brockway, head of the Elmira Reformatory. The paper forced an investigation that resulted finally in the removal of Brockway, and the end of the most inhuman practices in the Elmira institution. Other public movements were against the usurious money lenders; to keep the Police Department out of politics; the support of Chris-



A SECTION OF THE COMPOSITION DEPARTMENT

tian Klinck, James Ash, and Michael J. Byrne to purify the Board of Councilmen; the defeat of gang rule and the complete rout of election thugs who tried to intimidate voters; for better gas; instituted a fund that grew to twenty thousand dollars for the benefit of the city's poor during the panic of 1893.

1894

A series of "Good Roads" articles to promote interest in cycling, a sport that was just then reaching the height of its popularity; a movement for a great cinder path between Buffalo and Niagara Falls; a remarkable report of the Delany murder, the exploitation of several clues that were subsequently followed by the police and an equally thorough handling of the Montgomery Gibbs murder, which included the first publication of the confession of Sade and Clarence Robinson of the murder of Gibbs. Another feature of the year was the publication of the cartoons of Leon Barrett, then one of the foremost cartoonists in America.

1895

This year witnessed the opening of the bicycle path to Niagara Falls; a movement for a cinder path by thousands of wheelmen; the first bicycle race held as a sport. A great political battle was waged against the record of the year, a record made by the *News* for better markets; against the city government's residence streets; for the beautifying of the city; and for the abolition of crossings at grade. In the latter part of the year the *News* editorial pages forecasted a revolution in Cuba, boldly asking for interference with the Spanish military policy in the island and demanding an end to the Spanish atrocities. This was to be followed soon by a great patriotic upheaval that struck the chains off the helpless Cubans.

1896

In 1896 the *News* saw the pressing necessity of better water and more efficient intakes and promoted a successful newspaper campaign to that end; also a movement for the purchase of Riverside Park; for the improvement of the dock workers; for the Teachers' Pension Fund, and cleaner politics. In that year Morgan Robertson and Stephen Crane contributed memorable stories to the pages of the *News*. On April 29th the first page of the *News* carried the announcement of the projected *News* Building, destined to be one of the finest newspaper homes in the world. The announcement carried with it the reproduction of the architect's plans.

1897

This year witnessed memorable efforts on the part of the *News* to relieve the deplorable condition of the city's poor. A dollar fund was started that reached into the thousands and the proceeds were judiciously distributed. A relief station was established by the *News* in the Ellicott Square, the paper paid the freight on vegetables and fruits shipped in by farmers, and maintained a system of wagon delivery carrying the food and clothing to the distressed people. Also, in 1897, a crusade against the bucket shops was instituted; a demand for the better lighting of the city streets and a call to the people to do the city proud in the entertainment of the fifty thousand people who assembled here for the National Grand Army of the Republic encampment. The fall of that year witnessed the rush to the Klondyke and Mr. E. J. Livernash was commissioned by the *News* to go to the Far North and report the true conditions. This was a memorable bit of enterprise. In the last months of that year the *News* began the agitation that ended in the Pan American Exposition, Buffalo's crowning glory.

1898

The year was a memorable one in the history of the NEWS. The paper had just been installed in its magnificent new home, with all modern conveniences and every appliance that makes for a great newspaper. The first thorough test of the facilities came when the United States Battleship "Maine" was blown up in Havana harbor. The paper met the situation and covered all those immediate events and the Spanish-American War that followed, in a most thorough manner. By special arrangement with the New York Herald the NEWS sent one of its most alert staff members to join the Herald staff of war correspondents, and the news of all important movements of the army, battles and crises was given first in the NEWS. In June the NEWS chartered refrigerator cars for the shipment of supplies to the Buffalo boys at the front and in Camp Alger. Throughout the period of the war the

governor, in which the NEWS was successful in winning for its candidate a great majority in western New York.

1899

Through the early part of 1899 the NEWS furthered the interests of the Pan-American Exposition plan with the result that the bill won with a large majority. In May of that year one of the NEWS' representatives drove the first stake on the exposition site. The year also witnessed the adoption of the NEWS' plan to place libraries in the fire houses throughout the city; a successful crusade against concert halls, and generous efforts in behalf of the returned Spanish-American soldiers. Halftone cuts were first introduced in the NEWS in that year and were used to profusely illustrate a great story of the Dewey Jubilee in New York. During the international yacht races two miniature yachts, traveling on wires high over Main Street, gave thousands of people immediate information of the progress of the race between the Columbia and Shamrock.

1900

The beginning of the new century was covered by one of the most remarkable chronological features ever published by any newspaper and covered the principal events of the preceding one hundred years. Christmas boxes were called for by the NEWS and sent to the soldiers in the Philippines by special arrangement made by the paper. The NEWS led the agitation for the use of the old Seventy-fourth Regiment Armory for a Convention Hall, a business achievement that has paid Buffalo a great return. The agitations against crossings at grade and against so-called "boxing matches" that were really nothing more than prize fights, were continued with favorable results. The Boxer Rebellion in China was the greatest news

event of the year and was handled by the NEWS in a thorough and able manner.

1901

This year brought Buffalo's crowning glory—the Pan-American Exposition—a glory in which the EVENING NEWS shared for it was largely through the efforts of the paper that the project materialized and became possible. Long before the opening day the newspaper's reportorial staff was formed, equipped, and ready for service. No paper in the city was able to duplicate the interesting chronicle of events as they transpired and were printed in the NEWS. The paper gave to the city its first knowledge of the assassination of President McKinley in the Temple of Music, through its "extra" which appeared on the streets in advance of any of its competitors. All during the time the President was hovering



A CORNER IN THE NEWS PHOTO-ENGRAVING DEPARTMENT

paper was energetic in sending the home news and comforts to the boys in the field. Despite the fact that the most interest and energy centered in the war, the paper found time to fight a battle that won cleaner streets and better pavements; to fight the Ellsworth Gag Bill and help kill it; to publish an expose of Buffalo gambling places followed, in one week, by the closing of the places by the sheriff; a stand against prize fighting in Erie County that prevented the McCoy-Corbett fight scheduled to take place at Cheektowaga. In April, 1898, Mr. Butler, entertained the Republican editors of New York State. It was a memorable gathering of journalists and included many distinguished men. It closed with a banquet at the Ellicott Club at which Governor Black and other prominent men of the State and time were present, to the number of more than 400. The year closed with a great campaign for Theodore Roosevelt for

between life and death at the Millburn house the *News* accounts were accurate and the most reliable published. After his death the paper suggested that a great monument, something commensurate with the late President's beautiful life and career, be erected in Buffalo. The suggestion was followed by a successful editorial representation which led up to the passage of the bill in 1902 appropriating one hundred thousand dollars. A commission was appointed of which Mr. Butler was made chairman. The designs of Carrere & Hastings, of New York, were accepted, and the center of Niagara Square was chosen for a site. There the monument was erected, in front of the old home of President Millard Fillmore, and today constitutes one of the city's most beautiful spots. The monument was unveiled September 5th, 1907, Governor Hughes being the principal speaker, and a large number of distinguished men, regular and state troops and civic societies being present. The guests of honor were the members of the Grand Army of the Republic, who marched by thousands to pay respect to the memory of their old comrade the late President.

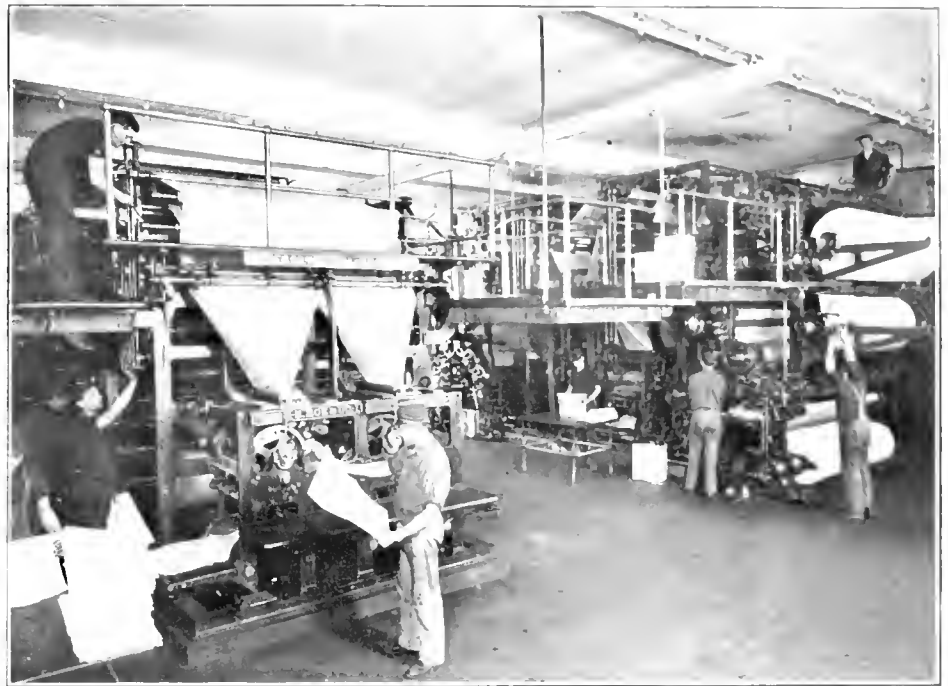
1902

In 1902 the *News* shared in the benefits that had accrued from the Pan-American Exposition of the year before. New industries came and greater prosperity was enjoyed than ever before in the history of the city. The *News* devoted columns to the exploitation of the Niagara Frontier as an industrial mecca and never was an opportunity lost to impress manufacturers with the desirability of Buffalo as a manufacturing center. This campaign in favor of Buffalo was notable and brought hundreds of industries. The *News* also conducted a general crusade against the sale of bad meat. The corps of reporters investigated every cooling house, stockyard, and slaughter place in or near the city and literally forced a complete rejuvenation and the observation of all laws of sanitation and cleanliness.

The year 1902 was also remarkable in the history of the paper for the beginning of the greatest campaign it ever waged, and the most successful one in a broad sense. In April the Legislature had voted down the proposition to spend thirty-two million dollars in improving the main canals. The project of canal enlargement was regarded as dead. In July the *News* took up the idea of canal enlargement, advocating a channel large enough to carry barges of a thousand-ton cargo, and warned the Republicans of the State that if they neglected in their State platform to stand for that policy the county of Erie would go solidly Democratic, because the Democrats were going to make it part of their policy in their platform. A vigorous debate sprang up, con-

ducted in a series of editorials, the one by the *News* and the other by the anti-enlargement forces. The policy made was so clear that the Legislature adopted the policy of the *News*. The Democratic platform adopted it, and the Republicans, too. Both parties agreed to the proposition, and the fight at the opening of the Legislature in 1903 was over. The Governor's message declared in favor of it, and it became the most bitterly fought measure of the session.

The campaign, which was begun by the *News* in the summer of 1902 for the construction of a canal capable of carrying thousand-ton barges, was carried over into 1903 before it resulted in complete triumph. Both political parties adopted the policy first demanded by the *News* by recommending it in their platform in the fall of 1902. When the Legislature assembled in 1903 a message from Governor



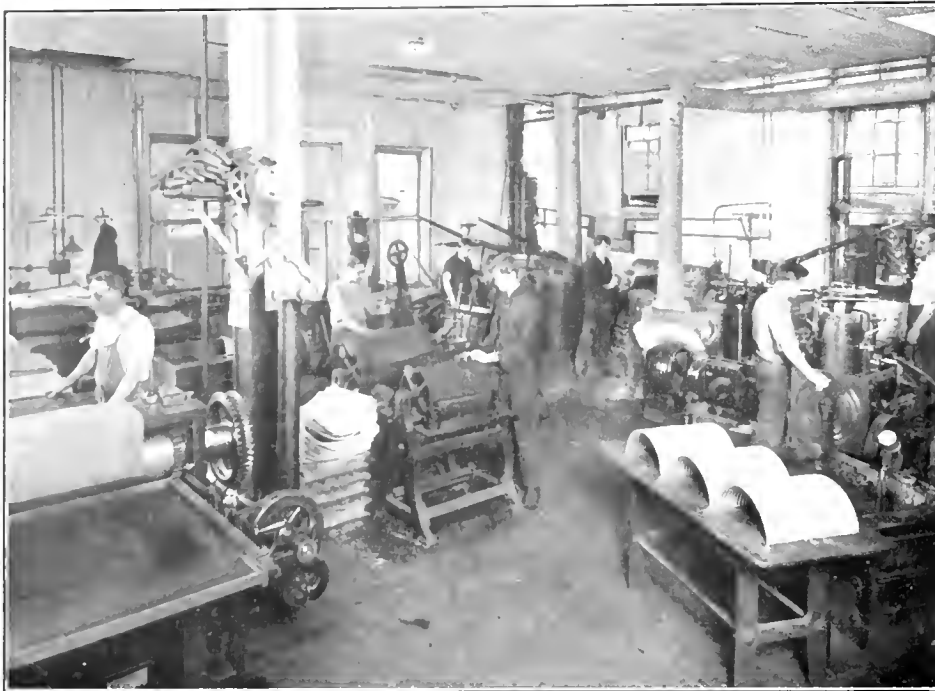
A VIEW IN THE PRINTING DEPARTMENT

Odell was regarded as unfriendly in tone with reference to the project, but after a campaign of three months in the Legislature enough votes were obtained in both houses to pass a bill to appropriate one hundred and one million dollars for the enterprise on condition that the project should be approved by the people by direct vote at the general election in November of that year.

Following the adjournment of the Legislature with the bill in that situation, the *News* led in the campaign for adoption by the people as it had done during the campaign for approval of the policy in the previous year. It continued a contest of the utmost vigor, and employed all its resources to persuade the electorate to complete the proposal by their approval, and it had the satisfaction in November of seeing the law ratified by a majority of nearly two hundred fifty thousand of the popular vote. When the result was announced the *News* and its proprietor received scores

congratulation from statesmen, newspapers, and private citizens engaged in business, commending it for the prolonged and successful warfare that it had waged in behalf of the greatest measure ever submitted to the people of any state for their approval.

Alarmed by the Cornell typhoid epidemic, the NEWS began a fight for better water, more sewage facilities, and made an urgent call for the exercise of care and prudence to the end that epidemics might be forestalled. A market house for the Black Rock section was also championed by the NEWS. While it was not immediately forthcoming there is no doubt but that the work performed by the NEWS at that time will result very soon in the establishment of a market house such as is to be found in other sections of the city.



THE STEREOTYPING DEPARTMENT

1904

The greatest news feature of 1904 was the Japanese-Russian War. This was covered fully, both pictorially and otherwise, by the NEWS. Aside from the Associated Press reports, which were remarkably accurate and complete, special features of great value were secured and offered the NEWS readers regularly. During the year, also, there was a revival of the agitation for a new Union Station, a project that has ever had the hearty support of the NEWS, with the result that a new commission was appointed, and for the first time something tangible in the way of an offer was secured from the allied railroads. It seems probable, at this writing, that this will soon result in a new station for Buffalo. Politically the NEWS was a stronger factor than ever in 1904 and attracted much attention by its masterly campaign for Roosevelt and Fairbanks on the national ticket and Honorable Frank W. Higgins, of Olean, New York, for governor. In western New York the majorities for both the national and state tickets were flattering tributes to the NEWS.

The paper also called the supervisors to account for extravagant expenditures. Another feature of the year was the NEWS' support of Honorable Senator Chauncey M. Depew, which was followed by triumphant success and Senator Depew's selection to succeed himself as Senator from the Empire State.

1905

In 1905 the NEWS fought the fight for the unfortunate depositors of the defunct German Bank. It was largely through the indefatigable energy and persistence of the paper that the transgressors were brought to account and forced to pay a sum of money that returned the depositors about seventy-five per cent of their losses. The year also marked a fight against increased insurance rates; a demand that the pool rooms that existed throughout the city be closed and gambling stopped.

1906

In 1906 occurred the North Street cemetery scandal and expose in which the NEWS took no small part, showing up the guilty men and demanding their punishment. Much space was given, too, to the South Buffalo flood abatement plans and the NEWS was, and has ever been, the untiring champion of the people living in the flood section. In June of that year occurred another merciless investigation of the meat packing establishments, the stock yards, and the retail meat dealers' shops, that resulted in a general cleaning up and better sanitary conditions than had existed in years.

1907

A campaign for good roads in western New York and for better pavements in the city marked the year 1907. Editorially, pictorially, and in its news columns the paper fought for increased expenditures on the public highways and for the promotion of good road building throughout the state. At this writing the campaign is bearing fruit and the roads of western New York are reaching a high degree of perfection. Much space was also devoted to the University extension movement—the enlargement of the University of Buffalo. This, too, bore fruit and now Buffalo is well on the way to possession of one of the finest universities in the East. The NEWS gave its undivided support to Old Home Week, which was a feature of 1907—a municipal holiday week that has never been equalled in Buffalo and in but few other cities.

The year 1908 finds the NEWS at a higher point of prosperity and of influence than it has known, even in the most conspicuous of the years that have been mentioned. Its proprietor was made a delegate-at-large from the State of New York to the National Republican Convention at Chicago,

that nominated Taft and Sherman. The close relations existing between Mr. Butler and the administrations at both Washington and Albany bring him more frequently and intimately into contact with the ruling political forces of the United States than at any other time in his personal career. The News, itself, is better equipped with material resources than has ever been possible until the current year, and it is entering upon the great contest involving control of the nation and of the State with the greatest vigor and under the splendid generalship for which it has been so long distinguished.

Edward Hubert Butler, proprietor of the Buffalo Evening News and Buffalo Sunday News, was born in LeRoy, Genesee County, New York, in 1850. He attended public schools and also studied under private instructors in acquiring his education. He gained his first newspaper experience on the staff of the LeRoy Gazette. Afterwards, he became connected with the Scranton Times, as City Editor, and still later was city editor, with a financial interest, in the Scranton Free Press. In 1873 he came to Buffalo and established the Sunday News. That paper was enlarged twice before the establishment of the daily News.

In 1879, Mr. Butler established the Bradford Sunday News, which he continued to own and to publish for four years, when he sold it to be able to give more time to the

Buffalo Evening News.

He died October,

1880. Mr. Butler was a member of the Buffalo Board of Education in 1896, and again in 1900. He was chairman of the Board of Education in 1908. He was a delegate-at-large in 1908 to the Republican National Convention at Chicago.

He has been a member of the Board of Trustees of the State Normal School in Buffalo for many years, and President of the Board during the last three years. He is President of the Board of Trustees of the Grosvenor Library, and a director of the Society of Natural Sciences. He has been a member of the Grade Crossings Commission since its organization twenty years ago. He is President of the Buffalo Daily Newspaper Publishers' Association, was formerly Vice-President of the United Press, and afterwards a director of the Associated Press. He has served as President of the State Editorial Association. He is a member of the Buffalo, Ellicott, Park, and Country Clubs in Buffalo; the Lotus, the Larchmont Club in New York; Clover Club in Philadelphia, and Capital City Club in Atlanta.

Mr. Butler married Miss Mary E. Barber, of West Pittston, daughter of Major William D. Barber. Mr. and Mrs. Butler were the parents of four children, of whom two, a son and daughter, survive. Mrs. Butler died in 1893.

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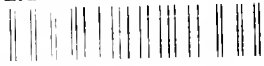
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